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Page 1

UNITED STATES DISTRICT COURT

NORTHERN DISTRICT OF OHIO

EASTERN DIVISION

IN RE: NATIONAL PRESCRIPTION)

OPIATE LITIGATION) MDL NO. 2804

-----) HON. DAN A. POLSTER

THIS DOCUMENT RELATES TO) Case No. 1:17-md-2804

ALL CASES)

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The videotaped 30(b)(6) deposition of H.D. SMITH by and through GEORGE EUSON, called for examination, taken pursuant to the Federal Rules of Civil Procedure of the United States District Courts pertaining to the taking of depositions, taken before JULIANA F. ZAJICEK, a Registered Professional Reporter and a Certified Shorthand Reporter, at the offices of Brown, Hay & Stephens, LLP, Suite 800, 205 South Fifth Street, Springfield, Illinois, on November 27, 2018, at 9:13 a.m.

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Page 2	Page 4
<p>1 PRESENT: 2 ON BEHALF OF THE PLAINTIFFS: 3 MORGAN & MORGAN 4 76 South Laura Street, Suite 1100 5 Jacksonville, Florida 32202 6 904-361-0012 7 BY: JAMES D YOUNG, ESQ 8 jyoung@forthepeople.com; 9 RENEE COOK, ESQ 10 rcook@forthepeople.com; 11 12 -and- 13 14 MORGAN & MORGAN 15 201 North Franklin Street 16 Tampa Florida 33602 17 813-679-9217 18 JUAN MARTINEZ, ESQ 19 juanmartinez@forthepeople.com 20 21 ON BEHALF OF THE H D SMITH ENTITIES: 22 23 BARNES & THORNBURG LLP 24 11 South Meridian Street Indianapolis, Indiana 46204 317-231-7501 BY: WILLIAM E PADGETT, ESQ william.padgett@btlaw.com; WILLIAM J LEEDER, III, ESQ bill.leeder@btlaw.com ON BEHALF OF AMERISOURCEBERGEN CORPORATION AND AMERISOURCEBERGEN DRUG CORPORATION: REED SMITH LLP 10 South Wacker Drive, 40th Floor Chicago, Illinois 60606-7502 312-207-2834 BY: M PATRICK YINGLING, ESQ mpyingling@reedsmith.com</p>	<p>1 PRESENT: (Continued) 2 ON BEHALF OF WALMART INC : 3 JONES DAY 4 77 West Wacker Drive 5 Chicago, Illinois 60601-1692 6 312-269-4164 7 BY: NICOLE LANGSTON, ESQ (Telephonically) 8 nlangston@jonesday.com 9 10 ON BEHALF OF HBC SERVICES: 11 MARCUS & SHAPIRA LLP 12 One Oxford Centre, 35th Floor 13 Pittsburgh, Pennsylvania 15219 14 412-471-3490 15 BY: PAUL M MANNIX, ESQ (Telephonically) 16 pmannix@marcus-shapira.com 17 18 THE VIDEOGRAPHER: 19 MR ANTHONY MICHELETTO, 20 Golkow Litigation Services 21 22 23 24 REPORTED BY: JULIANA F ZAJICEK, C S R NO 84-2604</p>
Page 3	Page 5
<p>1 PRESENT: (Continued) 2 ON BEHALF OF MALLINCKRODT LLC AND SPECGX LLC: 3 ROPES & GRAY LLP 4 1211 Avenue of the Americas 5 New York, NY 10036-8704 6 212-596-9451 7 BY: HAYDEN MILLER, ESQ (Telephonically) 8 hayden.miller@ropesgray.com 9 10 ON BEHALF OF CARDINAL HEALTH, INC : 11 WILLIAMS & CONNOLLY LLP 12 725 Twelfth Street, N W 13 Washington, D C 20005 14 202-434-5000 15 BY: ANDREW C McBRIDE, ESQ 16 amcbride@wc.com 17 18 ON BEHALF OF PRESCRIPTION SUPPLY, INC : 19 PELINI CAMPBELL & WILLIAMS LLC 20 8040 Cleveland Avenue NW, Suite 400 21 North Canton, Ohio 44720 22 330-305-6400 23 BY: KRISTEN E CAMPBELL, ESQ (Telephonically) 24 kec@pelini-law.com ON BEHALF OF McKESSON: COVINGTON & BURLING, LLP 850 Tenth Street, NW Washington, D C 20001 202-662-5531 BY: MEGHAN MONAGHAN, ESQ (Telephonically) mmonaghan@cov.com</p>	<p>1 INDEX 2 WITNESS: PAGE: 3 GEORGE EUSON 4 EXAM BY MR YOUNG 13 5 6 ***** 7 8 PREVIOUSLY MARKED EXHIBITS 9 EXHIBIT FIRST TIME REFERRED TO 10 HDS-EUSON-A Amended First Notice of 17 11 Deposition Pursuant to Rule 12 30(b)(6) and Document 13 Request Pursuant to Rule 14 30(b)(2) and Rule 34 to 15 Defendant Miami-Luken, Inc 16 17 HDS-EUSON-B Amended Second Notice of 17 18 Deposition Pursuant to Rule 19 30(b)(6) and Document 20 Request Pursuant to Rule 21 30(b)(2) and Rule 34 to 22 Defendant H S Smith, LLC, 23 d/b/a HD Smith 24 HDS-EUSON-001 Schedule II Controlled 18 Substances Definition; HDS_Euson_00001 - 003 HDS-EUSON-002 Controlled Substances Act, 28 Title 21 USC Section 823(b)(1) - (b)(5); HDS_Euson_00004 - 012 HDS-EUSON-003 Security Requirements for 39 Controlled Substances, Title 21 CFR Section 1301.71(a); HDS_Euson_00013 - 014</p>

2 (Pages 2 to 5)

Highly Confidential - Subject to Further Confidentiality Review

Page 6	Page 8
<p>1 PREVIOUSLY MARKED EXHIBITS (Continued)</p> <p>2 EXHIBIT FIRST TIME REFERRED TO</p> <p>3 HDS-EUSON-004 Security Requirements for 45 Controlled Substances, Title 4 21 CFR Section 1301.74(b); HDS_Euson_00015 - 016</p> <p>5 HDS-EUSON-005 Letter from Joseph 64 6 Rannazzisi dated 9/27/06; HDS_Euson_00017 - 020</p> <p>7 HDS-EUSON-007 Report of Investigation by 106 8 the DEA for H D Smith 9 excessive purchases by 10 Paragould Pharmacy, Semo 11 Drugs of Kennett, SafeScript 12 Pharmacy, and Max Care 13 Pharmacy for March 2006; HDS_Euson_00023 - 025</p> <p>14 HDS-EUSON-008 Report of Investigation by 107 15 the DEA for H D Smith 16 excessive purchases by 17 Paragould Pharmacy, 18 SafeScript Pharmacy, Semo 19 Drugs of Kennett, and Semo 20 Drugs/Senath for April 2006; HDS_Euson_00026 - 028</p> <p>21 HDS-EUSON-014 October 5, 2005 e-mail from 111 22 Danny Avila to Angelo 23 Grande, Dale Smith and Chris 24 Smith; HDS_Euson_00059</p> <p>25 HDS-EUSON-015 Controlled Substance 118 26 Monitoring policy, signed by 27 Dale Smith; HDS_Euson_00060 - 061</p> <p>28 HDS-EUSON-017 E-mail from sales 181 29 representative Brandon 30 Salyer to P J Little dated 31 4-20-09 - \$3 million 32 account; Hydro 15x; HDS_Euson_00063 - 066</p>	<p>1 PREVIOUSLY MARKED EXHIBITS (Continued)</p> <p>2 EXHIBIT FIRST TIME REFERRED TO</p> <p>3 HDS-EUSON-027 E-mail chain from Operations 215 4 Manager, Dan Howard, and 5 corporate compliance on 6 April 29, 2010; HDS_Euson_00119 - 122</p> <p>7 HDS-EUSON-028 E-mail from George Euson 218 8 dated May 7, 2008 re: 9 Adjustments made to Keller's 10 URLs based on division 11 recommendations, Oxy URL 12x 12 the average; HDS_Euson_00123 - 124</p> <p>13 HDS-EUSON-030 SOP Due Diligence and SOM 229 14 dated November 2008; HDS_Euson_00126 - 129</p> <p>15 HDS-EUSON-033 H D Smith's Compliance 238 16 Training dated 4/28/11 at 17 the New Hampshire 18 Distribution Center; HDS_Euson_00133 - 137</p> <p>19 HDS-EUSON-034 September 6, 2012 - 251 20 Prescription Drug Fraud and 21 Abuse - Sales Training by 22 George Euson and Debbie 23 Komoroski Regional 24 Compliance Manager; HDS_Euson_00138 - 143</p> <p>25 HDS-EUSON-035 April 27, 2010 letter from 240 26 George Euson to the DEA re 27 their meeting on Friday, 28 April 23, 2010; HDS_Euson_00144 - 146</p> <p>29 HDS-EUSON-036 Unsigned Memorandum of 256 30 Understanding between the 31 DEA and H D Smith; HDS_Euson_00147 - 152</p>
Page 7	Page 9
<p>1 PREVIOUSLY MARKED EXHIBITS (Continued)</p> <p>2 EXHIBIT FIRST TIME REFERRED TO</p> <p>3 HDS-EUSON-018 Draft summary of the HDMA, 192 4 DEA Meeting held on Oct 16 5 and 17, 1007; HDS_Euson_00067 - 071</p> <p>6 HDS-EUSON-019 October 22, 2007 letter from 191 7 George Euson to Kyle Wright 8 at the DEA; HDS_MD_L_00036303 - 304</p> <p>9 HDS-EUSON-021 DEA Chemical Handler's 148 10 Manual dated June 2002; HDS_Euson_00078 - 079</p> <p>11 HDS-EUSON-022 HDMA Industry Compliance 158 12 Guidelines for reporting 13 suspicious orders and 14 preventing diversion of 15 controlled substances; HDS_Euson_00080 - 092</p> <p>16 HDS-EUSON-023 AmerisourceBergen e-mail 197 17 George Euson sent to Scott 18 Garriott dated 7-9-07; HDS_Euson_00093 - 095</p> <p>19 HDS-EUSON-024 Brief Overview of H D 201 20 Smith's Controlled Substance 21 Order Monitoring Program or 22 CSOMP; HDS_Euson_00096 - 101</p> <p>23 HDS-EUSON-025 CSOMP Division Procedures 207 24 dated March 22, 2008, revised May 7, 2008; HDS_Euson_00102 - 109</p> <p>25 HDS-EUSON-026 CSOMP Divisional Policy 212 26 dated May 7, 2008; HDS_Euson_00110 - 118</p>	<p>1 PREVIOUSLY MARKED EXHIBITS (Continued)</p> <p>2 EXHIBIT FIRST TIME REFERRED TO</p> <p>3 HDS-EUSON-037 December 5, 2006, scheduled 258 4 DEA regulatory investigation 5 at H D Smith; HDS_Euson_00153 - 176</p> <p>6 HDS-EUSON-038 Compliance audit dated 263 7 January 5, 2010; HDS_Euson_00177 - 182</p> <p>8 HDS-EUSON-039 SOM audit - summary report 271 9 dated March 29, 2012 between 10 H D Smith and Mallinckrodt; HDS_Euson_00183 - 184</p> <p>11 HDS-EUSON-041 Letter to H D Smith from 278 12 DEA dated 11/21/14 - TX; HDS_Euson_00197 - 198</p> <p>13 HDS-EUSON-042 CSOMP improvement Project 287 14 initiation form request date 15 5-6-15; HDS_Euson_00199</p> <p>16 HDS-EUSON-043 March 23, 2015 e-mail to 293 17 Tracey Hernandez re: CSOMP 18 Fixes and Modifications 19 Required; HDS_Euson_00200 - 204</p> <p>20 HDS-EUSON-046 HDMA's Amicus Brief in 299 21 support of Cardinal Health 22 dated May 9, 2012; HDS_Euson_00214 - 279</p> <p>23 HDS-EUSON-054 Mallinckrodt and H D 309 24 Smith - Confidentiality and Restricted Use Agreement; HDS_Euson_00306 - 312</p>

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 10</p> <p>1 PREVIOUSLY MARKED EXHIBITS (Continued)</p> <p>2 EXHIBIT FIRST TIME REFERRED TO</p> <p>3 HDS-EUSON-055 E-mail dated September 7, 313</p> <p>4 2017, from Teva to H.D.</p> <p>5 Smith requesting information</p> <p>6 from 3 of H.D. Smith's</p> <p>7 customers - unable to</p> <p>8 release Oxy;</p> <p>9 HDS_Euson_00313 - 317</p> <p>10 HDS-EUSON-057 Profit Sharing of Fentanyl 321</p> <p>11 between Actavis and H.D.</p> <p>12 Smith; HDS_Euson_00668 - 673</p> <p>13 HDS-EUSON-058 E-mail dated April 19, 2006 323</p> <p>14 to George Euson from</p> <p>15 Diversion Investigator Lynda</p> <p>16 Eleazer re: Budget Drug &</p> <p>17 Wellness Center's Suspended</p> <p>18 DEA Numbers;</p> <p>19 HDS_Euson_00674 - 675</p> <p>20 HDS-EUSON-060 US Court of Appeals Opinion 325</p> <p>21 re: Masters vs. DEA, Decided</p> <p>22 June 30, 2017;</p> <p>23 HDS_Euson_00685 - 722</p> <p>24</p>	<p style="text-align: right;">Page 12</p> <p>1 MR PADGETT: Bill Padgett on behalf of</p> <p>2 H D Smith and George Euson to the extent it wades</p> <p>3 into individual questions</p> <p>4 THE COURT REPORTER: If there is anyone on the</p> <p>5 phone, would you please introduce yourselves</p> <p>6 MR MILLER: Well, yeah, Hayden Miller from</p> <p>7 Ropes & Gray on behalf of Mallinckrodt and SpecGx</p> <p>8 MS LANGSTON: Nicole Langston from Jones Day on</p> <p>9 behalf of Walmart</p> <p>10 MR MANNIX: Paul Mannix on behalf of HBC</p> <p>11 Services</p> <p>12 MS MONAGHAN: Meghan Monaghan from Covington on</p> <p>13 behalf of McKesson</p> <p>14 MS CAMPBELL: Kristen Campbell for Prescription</p> <p>15 Supply, Inc</p> <p>16 THE VIDEOGRAPHER: Our witness today is George</p> <p>17 Euson Our court reporter is Juliana Zajicek Please</p> <p>18 swear in the witness</p> <p>19 (WHEREUPON, the witness was duly</p> <p>20 sworn)</p> <p>21 GEORGE EUSON,</p> <p>22 called as a witness herein, having been first duly</p> <p>23 sworn, was examined and testified as follows:</p> <p>24 EXAMINATION</p>
<p style="text-align: right;">Page 11</p> <p>1 THE VIDEOGRAPHER: We are now on the record. My</p> <p>2 name is Anthony Micheletto. I am a videographer for</p> <p>3 Golkow Litigation Services.</p> <p>4 Today's date is November 27th, 2018. The</p> <p>5 time is 9:13 a.m. as indicated on the video screen.</p> <p>6 This video deposition is being held in</p> <p>7 Springfield, Illinois in the matter of In Re National</p> <p>8 Prescription Opiate Litigation, MDL 2804, in the</p> <p>9 United States District Court for the Northern District</p> <p>10 of Ohio, Eastern Division.</p> <p>11 Will counsel please identify themselves</p> <p>12 for the video record.</p> <p>13 MR. YOUNG: James Young on behalf of the</p> <p>14 Plaintiffs.</p> <p>15 MS. COOK: Renee Cook on behalf of the</p> <p>16 Plaintiffs.</p> <p>17 MR. MARTINEZ: Juan Martinez on behalf of the</p> <p>18 Plaintiffs.</p> <p>19 MR. McBRIDE: Andrew McBride on behalf of</p> <p>20 Cardinal.</p> <p>21 MR. YINGLING: Patrick Yingling for</p> <p>22 AmerisourceBergen.</p> <p>23 MR. LEEDER: Bill Leeder on behalf of</p> <p>24 H.D. Smith.</p>	<p style="text-align: right;">Page 13</p> <p>1 BY MR. YOUNG:</p> <p>2 Q. Good morning, Mr. Euson. My name is James</p> <p>3 Young and I am here on behalf of the Plaintiffs in the</p> <p>4 national opioid litigation, as the videographer just</p> <p>5 relayed.</p> <p>6 Can you state and spell your last name for</p> <p>7 the record?</p> <p>8 A. Yes. It is Euson, E-u-s-o-n.</p> <p>9 Q. And you're appearing here today as the</p> <p>10 corporate designee for H.D. Smith LLC, is that</p> <p>11 correct?</p> <p>12 A. Correct.</p> <p>13 Q. And you're familiar with Rule 30(b)(6)?</p> <p>14 A. I am.</p> <p>15 Q. You've appeared as a corporate designee</p> <p>16 under Rule 30(b)(6) for H.D. Smith in previous</p> <p>17 litigation?</p> <p>18 A. I have.</p> <p>19 Q. How many occasions did you testify as the</p> <p>20 30(b)(6) witness for H.D. Smith previously?</p> <p>21 A. Twice, I believe.</p> <p>22 Q. I'm going to just go through a few basic</p> <p>23 rules just to -- I -- I know you've been deposed</p> <p>24 several times. I just want to make sure that you're</p>

4 (Pages 10 to 13)

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<p style="text-align: right;">Page 14</p> <p>1 up to snuff on -- on how this will go. We'll try not 2 to speak over each other. I know from reading your 3 prior transcripts that's not really an issue with you. 4 You want to give your counsel and any 5 other counsel appearing here today a chance to make an 6 objection, though unless they specifically instruct 7 you not to answer, you should proceed with answering 8 the question that's asked. 9 This is videotaped, as you can see by the 10 cameras around. You are certainly welcome to make any 11 facial gestures and nod or shrug your shoulders, but 12 we'd ask that you always give a verbal response to 13 every question. There may come times when I ask a 14 question that doesn't make sense, that my wife reminds 15 me about all of the time. I'll try to rephrase it in 16 a way that makes sense for you, just let me know you 17 don't understand the question and I'm certainly try to 18 rephrase it in a way that -- that helps you get to an 19 answer. 20 If you don't know the answer to a 21 question, let me know that as well and we'll try to 22 identify through your testimony the correct person who 23 is in a position to answer that for H.D. Smith. 24 And -- and finally, if -- if you need a</p>	<p style="text-align: right;">Page 16</p> <p>1 of Deposition, is that correct? 2 MR. PADGETT: A through N? 3 MR. YOUNG: Yes, A through N. 4 BY THE WITNESS: 5 A. Yes. 6 BY MR. YOUNG: 7 Q. And in the Amended Second Notice you are 8 prepared or your -- your -- your counsel has agreed to 9 answer certain of those questions in writing, and 10 you're here today to answer a subset of those 11 questions. And I have those designated as 5, 6, 7, 12 10, 11, 12, 15 through 21. 13 Is that your recollection as well? 14 MR. PADGETT: He'd -- he'd have to see them. 15 THE WITNESS: Yeah. 16 BY MR. YOUNG: 17 Q. And that was -- that was going to be the 18 next step is I'm going to -- I'm going to hand you a 19 copy of the Amended Second Notice of Deposition, if 20 you can just take a look at that. And see if that 21 refreshes your recollection about what you are 22 prepared to -- 23 THE WITNESS: What's the topic? 24 MR. PADGETT: 5, 6, 7, 10, 11, 12.</p>
<p style="text-align: right;">Page 15</p> <p>1 break at any time, you know, bathroom break or water 2 or collect your thoughts or you want to talk to 3 counsel, just let us know and we'll try to facilitate 4 that as quickly as possible. 5 Tomorrow we are scheduled to take your 6 deposition on an individual basis as a fact witness. 7 So today I'd ask you to frame your answers on behalf 8 of H.D. Smith. In essence, you are H.D. Smith today. 9 There may come times in these questions 10 where we are going to seek testimony of George Euson 11 the individual to color some of the background of your 12 answers, so I know that's -- that can be a bit 13 confusing. I'm going to try my best to make it clear 14 that we are seeking H.D. Smith testimony today and 15 tomorrow will be George Euson testimony. 16 Any questions before we dig in? 17 A. No. 18 Q. Okay. You have seen, I assume, the 19 Amended First and Amended Second 30(B)(6) Notices of 20 Deposition before today? 21 A. I have. 22 Q. And you're prepared today to answer 23 questions, I think all of the questions -- or -- or 24 subjects that were framed in the Amended First Notice</p>	<p style="text-align: right;">Page 17</p> <p>1 THE WITNESS: Is that 15? 2 On this? These here? 3 MR. PADGETT: Um-hum. 4 BY THE WITNESS: 5 A. Okay. 6 BY MR. YOUNG: 7 Q. Okay. And I'm going to hand you also just 8 a copy of the Amended -- you can keep that one. 9 A. Okay. 10 Q. This is the Amended First Notice. This is 11 the A through N that you are prepared to testify on. 12 And we had premarked -- we are going to go 13 through a number of documents today. We have 14 premarked them and numbered them as exhibits that go 15 in seq -- sequential order and we overlooked these two 16 documents in that numbering, so we've asked the court 17 reporter to number and attach these as an exhibit to 18 this deposition calling these Exhibits A and B, but 19 all other exhibits are going to be referred to in 20 numerical sequence from 1 through 60. 21 So just -- just so you know, when I refer 22 to an exhibit, and I'll -- I'll either hand you a 23 document or -- or refer to one that's in front of you, 24 it will be Euson Exhibit 001, I'll just call it</p>

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<p style="text-align: right;">Page 18</p> <p>1 Exhibit 1.</p> <p>2 A. Okay.</p> <p>3 Q. Okay. So, before we jump into the</p> <p>4 documents, I just want to touch briefly on your</p> <p>5 background, just to understand a little bit how you</p> <p>6 got to H.D. Smith and what puts you in the position to</p> <p>7 answer as the corporate designee under Rule 30(b)(6).</p> <p>8 Did you happen to bring a copy of your CV</p> <p>9 or resume with you today?</p> <p>10 A. I did not.</p> <p>11 Q. Is that something -- and -- and -- and</p> <p>12 maybe this is better asked of counsel.</p> <p>13 MR. YOUNG: Is that something that has been</p> <p>14 previously introduced in -- in discovery? Do we have</p> <p>15 a copy of his --</p> <p>16 MR. PADGETT: I don't think it's been requested.</p> <p>17 MR. LEEDER: Yeah, I don't think it's been</p> <p>18 requested, but the answer is no, we haven't produced</p> <p>19 it.</p> <p>20 BY MR. YOUNG:</p> <p>21 Q. Okay.</p> <p>22 So it's my understanding that you actually</p> <p>23 have a few different time periods where you were with</p> <p>24 H.D. Smith and then you left and went and did</p>	<p style="text-align: right;">Page 20</p> <p>1 was gone from H.D. Smith I was under a consulting</p> <p>2 contract also. And then I went back to H.D. Smith in</p> <p>3 May of 2016 to present.</p> <p>4 Q. And you are currently employed by</p> <p>5 H.D. Smith LLC?</p> <p>6 A. I am.</p> <p>7 Q. And what is the title that you hold at</p> <p>8 H.D. Smith?</p> <p>9 A. Vice president of corporate compliance and</p> <p>10 security.</p> <p>11 Q. Is that the title that you held prior to</p> <p>12 your most recent departure?</p> <p>13 A. The first time and second time I was</p> <p>14 director of -- of corporate compliance and security.</p> <p>15 Q. Did your job duties change with this new</p> <p>16 title?</p> <p>17 A. Not necessarily.</p> <p>18 Q. It was just a promotion?</p> <p>19 A. Promotion, yeah.</p> <p>20 Q. What are your current duties for</p> <p>21 H.D. Smith as the vice president of compliance?</p> <p>22 A. I oversee all -- all compliance as far as</p> <p>23 related to due diligence, our order monitoring</p> <p>24 program. I also oversee our licensing, which is all</p>
<p style="text-align: right;">Page 19</p> <p>1 something else.</p> <p>2 Could you just ex -- explain for us how</p> <p>3 you came to H.D. Smith and when you left, which</p> <p>4 periods of time?</p> <p>5 A. I came to H.D. Smith in -- in November</p> <p>6 of 2005. Prior to that I worked about four years as</p> <p>7 director of security and compliance for a company</p> <p>8 called D&K Healthcare in St. Louis. And in '05 they</p> <p>9 were purchased by McKesson Corporation.</p> <p>10 I then went to work for H.D. Smith as</p> <p>11 director of security and compliance. I was there from</p> <p>12 November 2005 to end of May 2008. And then I went</p> <p>13 into a private business, family business, until</p> <p>14 April 2009. I came back to H.D. Smith.</p> <p>15 Just to clarify, during that time that I</p> <p>16 was gone, I was under a consulting contract with</p> <p>17 H.D. Smith. So I left but I was still involved with</p> <p>18 H.D. Smith.</p> <p>19 I worked at H.D. Smith from April of 2009</p> <p>20 until October of 2013. I then left for another</p> <p>21 business within the industry called Pro Compliance. I</p> <p>22 worked there for about a year and then I started my</p> <p>23 own consulting company in the pharmaceutical area.</p> <p>24 Also during that time when I was -- when I</p>	<p style="text-align: right;">Page 21</p> <p>1 of our facility licensing, accreditation, such as VAWD</p> <p>2 accreditations throughout all of our facilities.</p> <p>3 One of the people that work for me also is</p> <p>4 in charge of recalls. We do ARCOS reporting for the</p> <p>5 company. And then we also complete all of the -- if</p> <p>6 we get subpoenas or requests for information in from</p> <p>7 either industry or government, I have people that work</p> <p>8 for me that -- that put that information together.</p> <p>9 And then we also do -- we are also in</p> <p>10 charge of internal compliance at our facilities. So</p> <p>11 we -- we are in charge of doing audits of our</p> <p>12 facilities to make sure that they are in compliance</p> <p>13 either with DEA, OSHA, FDA requirements, such as that.</p> <p>14 So pretty much anything -- and -- and then</p> <p>15 physical security of all of our facilities.</p> <p>16 Q. Is it fair to say that you are the most</p> <p>17 senior person at H.D. Smith with compliance</p> <p>18 responsibilities?</p> <p>19 A. Yes.</p> <p>20 Q. Who do you report to?</p> <p>21 A. Right now I report to David May at</p> <p>22 AmerisourceBergen. He is the vice president of</p> <p>23 diversion control. Previously I had reported to Tom</p> <p>24 Twitty who was the senior vice president at</p>

6 (Pages 18 to 21)

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Page 22	Page 24
<p>1 H.D. Smith.</p> <p>2 Q. Is Tom Twitty still with H.D. Smith?</p> <p>3 A. Yes.</p> <p>4 Q. Is he in a compliance capacity?</p> <p>5 A. Not necessarily. He is mostly operations,</p> <p>6 limited regulatory, compliance responsibilities. I</p> <p>7 just reported to him.</p> <p>8 Q. Okay. And, but you would -- you're --</p> <p>9 you're of the belief that you have more background</p> <p>10 information about compliance as it pertains to</p> <p>11 H.D. Smith than Tom Twitty?</p> <p>12 A. Yes.</p> <p>13 Q. Okay. You mentioned Pro Compliance.</p> <p>14 Is Pro Compliance a -- a contractor or a</p> <p>15 vendor for H.D. Smith?</p> <p>16 A. It is.</p> <p>17 Q. And at some point you went and worked for</p> <p>18 Pro Compliance.</p> <p>19 Did you ever consider that to be a</p> <p>20 potential conflict --</p> <p>21 A. No.</p> <p>22 Q. -- between Pro Compliance and H.D. Smith?</p> <p>23 MR. PADGETT: Object to form.</p> <p>24 He answered.</p>	<p>1 and OTC and the other products you just mentioned?</p> <p>2 A. No.</p> <p>3 Q. And --</p> <p>4 A. We -- caveat that. I mean, there --</p> <p>5 we've -- there are some ancillary businesses. I think</p> <p>6 they did a little bit of packaging. There was a</p> <p>7 specialty division that they had, a third-party</p> <p>8 network that was part of the company that no longer</p> <p>9 is.</p> <p>10 Q. So the current iteration of H.D. Smith LLC</p> <p>11 is only in the distribution business?</p> <p>12 A. Yes, sir.</p> <p>13 Q. Okay. What type of pharmaceutical</p> <p>14 products does H.D. Smith distribute, just -- just</p> <p>15 generally? I know that there is a vast array of</p> <p>16 products that are out there. If you could just</p> <p>17 briefly describe.</p> <p>18 A. Pretty much most of the brand or generic</p> <p>19 pharmaceutical products that are in the market,</p> <p>20 including controlled substances and non-controlled</p> <p>21 substances.</p> <p>22 Q. Is there --</p> <p>23 A. Full line wholesaler, full line.</p> <p>24 Q. Sorry.</p>
Page 23	Page 25
<p>1 BY MR. YOUNG:</p> <p>2 Q. I'm sorry. Was it?</p> <p>3 A. No, it was not.</p> <p>4 Q. Was the acquisition of H.D. Smith by</p> <p>5 Amerisource, do you -- and I -- I think you mentioned</p> <p>6 that you now report to an Amerisource employee.</p> <p>7 Do you know whether or not you are going</p> <p>8 to maintain your position as vice president of</p> <p>9 compliance at H.D. Smith?</p> <p>10 Has anyone mentioned that -- that to you?</p> <p>11 A. Not right now. The -- I'm retained until</p> <p>12 August 2nd of 2019 in that capacity.</p> <p>13 Q. And -- and what will happen after</p> <p>14 August 2nd?</p> <p>15 A. I don't know.</p> <p>16 Q. Okay. Okay. Fair enough.</p> <p>17 So H.D. Smith is in the business of</p> <p>18 distributing pharmaceutical products. Is that fair</p> <p>19 and accurate?</p> <p>20 A. Pharmaceutical products, OTC, health and</p> <p>21 beauty, pretty much anything you would find in a</p> <p>22 pharmacy.</p> <p>23 Q. Is H.D. Smith LLC in any other type of</p> <p>24 businesses beyond the distribution of pharmaceuticals</p>	<p>1 A. I'm sorry. I didn't mean to walk over</p> <p>2 you.</p> <p>3 Q. I think I did it to you. Apologies.</p> <p>4 Is there any type of regulation over these</p> <p>5 products, government regulation?</p> <p>6 A. Which products are you talking about?</p> <p>7 Q. Pharmaceutical products.</p> <p>8 A. Yes.</p> <p>9 Q. What type of regulations exist for these</p> <p>10 products?</p> <p>11 MR. PADGETT: Object to form.</p> <p>12 BY THE WITNESS:</p> <p>13 A. Can you be a little bit more specific,</p> <p>14 because there is a lot of them?</p> <p>15 BY MR. YOUNG:</p> <p>16 Q. Sure.</p> <p>17 So, let's begin with schedules of</p> <p>18 pharmaceutical products.</p> <p>19 Does H.D. Smith distribute any Schedule II</p> <p>20 pharmaceutical products?</p> <p>21 A. Yes.</p> <p>22 Q. Are there particular regulations that</p> <p>23 apply to Schedule II pharmaceutical products?</p> <p>24 A. There is a lot of different regulations as</p>

7 (Pages 22 to 25)

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<p style="text-align: right;">Page 26</p> <p>1 far as storage, security, you know, from -- from</p> <p>2 receiving to -- to distribution.</p> <p>3 Q. And -- and which are the entities that</p> <p>4 regulate Schedule II pharmaceutical products?</p> <p>5 A. DEA and FDA.</p> <p>6 Q. Are there any state entities that</p> <p>7 specifically regulate Schedule IIs?</p> <p>8 A. There are state regulations that -- that</p> <p>9 touch on the requirements for -- for scheduled drugs.</p> <p>10 DEA is the main regula- -- regulatory agency that</p> <p>11 controls Schedule IIs.</p> <p>12 Q. I'm going to show you a document that</p> <p>13 is -- been premarked as Euson Deposition Exhibit 1,</p> <p>14 0001.</p> <p>15 I'm going to give you a little bit of</p> <p>16 time.</p> <p>17 A. Is there something you specifically wanted</p> <p>18 me to look at?</p> <p>19 Q. I was going to give you some time to take</p> <p>20 a look at it.</p> <p>21 A. Oh, okay.</p> <p>22 Q. Are you familiar with the information</p> <p>23 contained in Exhibit 1?</p> <p>24 A. Yes.</p>	<p style="text-align: right;">Page 28</p> <p>1 substances under Schedule II have a high potential for</p> <p>2 abuse which may lead to severe psychological or</p> <p>3 physical dependence?</p> <p>4 A. Yes.</p> <p>5 Q. Okay. I'm next going to show you a</p> <p>6 document that has been premarked as Exhibit 2, and it</p> <p>7 is actually a bit hard to --</p> <p>8 MR. PADGETT: Do you want these back?</p> <p>9 MR. YOUNG: You -- actually, yeah, I'll take</p> <p>10 them back. You already have a copy? Yes, I'll take</p> <p>11 them back.</p> <p>12 BY MR. YOUNG:</p> <p>13 Q. This next one is been premarked as</p> <p>14 Exhibit 2, and it is a bit longer than the last one,</p> <p>15 though, again, it has been pre-highlighted. I'm just</p> <p>16 going to give you a chance just to take a look at the</p> <p>17 highlighted portions.</p> <p>18 I should mention, by the way, that the</p> <p>19 last exhibit that you looked at was actually from the</p> <p>20 DEA Diversion Control website, and this exhibit is</p> <p>21 also from the DEA Diversion Control website.</p> <p>22 Just let me know when you're --</p> <p>23 A. Okay.</p> <p>24 Just that one page?</p>
<p style="text-align: right;">Page 27</p> <p>1 Q. On Page 2 of Exhibit 1, there is a</p> <p>2 definition of controlled substances that has been</p> <p>3 pre-highlighted on the copy that you have.</p> <p>4 Can you read that into the record for us?</p> <p>5 A. "Schedule II/IIN Controlled Substances</p> <p>6 (2/2N): Substances in this schedule have a high</p> <p>7 potential for abuse which may lead to severe</p> <p>8 psychological or physical dependence. Examples of</p> <p>9 Schedule II narcotics include: hydromorphone</p> <p>10 (Dilaudid), methadone, meperidine, oxycodone</p> <p>11 (Percocet) and fentanyl. Other Schedule II narcotics</p> <p>12 include: morphine, opium, codeine and hydrocodone.</p> <p>13 Examples of IIN stimulants include" -- do you want me</p> <p>14 to read that or just that?</p> <p>15 Q. That's fine. Thank you. Just the</p> <p>16 highlighted portion.</p> <p>17 A. All right.</p> <p>18 Q. Does H.D. Smith have any reason to</p> <p>19 disagree or dispute with the statements that are made</p> <p>20 on Exhibit 1 about controlled substances?</p> <p>21 A. With regards to the highlighted areas?</p> <p>22 Q. Yes.</p> <p>23 A. No.</p> <p>24 Q. So H.D. Smith agrees that controlled</p>	<p style="text-align: right;">Page 29</p> <p>1 Q. I believe so, yes.</p> <p>2 Can you tell me -- the highlighted</p> <p>3 section, which this is from Title 21 USC Section 823</p> <p>4 sub (b), sub (1) through (5), can you tell me whether</p> <p>5 or not that section, and we'll read it in a second,</p> <p>6 whether or not it applies to H.D. Smith?</p> <p>7 A. It would.</p> <p>8 Q. Is H.D. Smith a -- a registered</p> <p>9 distributor of Schedule II pharmaceutical products in</p> <p>10 the United States?</p> <p>11 A. We are.</p> <p>12 Q. Can you read for us the first paragraph of</p> <p>13 subsection (b) which is highlighted on Exhibit 2?</p> <p>14 A. Subsection (b): Distributors of</p> <p>15 controlled substances in Schedule I or II. And it</p> <p>16 says:</p> <p>17 "The Attorney General shall register an</p> <p>18 applicant to distribute a controlled substance in</p> <p>19 Schedule I or II unless he determines that the</p> <p>20 issuance of such a registration is inconsistent with</p> <p>21 the public interest. In determining the public</p> <p>22 interest, the following factors shall be considered:</p> <p>23 "(1) maintenance of effective controls</p> <p>24 against diversion of particular controlled substances</p>

8 (Pages 26 to 29)

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<p style="text-align: right;">Page 30</p> <p>1 into other than legitimate medical, scientific, and</p> <p>2 industrial channels;</p> <p>3 "(2) compliance with applicable State and</p> <p>4 local law;</p> <p>5 "(3) prior conviction record of applicant</p> <p>6 under Federal or State laws relating to the</p> <p>7 manufacture, distribution, or dispensing of such</p> <p>8 substances;</p> <p>9 "(4) past experience in the distribution</p> <p>10 of controlled substances," excuse me, "and</p> <p>11 "(5) such other factors as may be relevant</p> <p>12 to and consistent with the public health and safety."</p> <p>13 Q. And, again, H.D. Smith has no reason to</p> <p>14 dispute or disagree that these are the requirements</p> <p>15 for distributors like H.D. Smith?</p> <p>16 A. Yes.</p> <p>17 Q. And we are going to dig into a little bit</p> <p>18 more throughout the documents and throughout your</p> <p>19 deposition today whether or not H.D. Smith maintained</p> <p>20 effective controls against diversion, it's a central</p> <p>21 tenet of this case, but I'm just curious preliminarily</p> <p>22 if you have an opinion on behalf of H.D. Smith whether</p> <p>23 or not H.D. Smith, in fact, maintained effective</p> <p>24 controls against diversion for Schedule II products</p>	<p style="text-align: right;">Page 32</p> <p>1 registered distributor of Schedule II controlled</p> <p>2 substances?</p> <p>3 MR. PADGETT: Object to form, scope.</p> <p>4 BY THE WITNESS:</p> <p>5 A. Could you repeat that again?</p> <p>6 BY MR. YOUNG:</p> <p>7 Q. Sure.</p> <p>8 Has H.D. Smith ever failed to comply with</p> <p>9 applicable state and local laws which apply to the</p> <p>10 distribution of Schedule II controlled substances? It</p> <p>11 is Section 2 of that section that I just read.</p> <p>12 MR. PADGETT: Same objection.</p> <p>13 BY THE WITNESS:</p> <p>14 A. Could you be a little bit more specific to</p> <p>15 that?</p> <p>16 BY MR. YOUNG:</p> <p>17 Q. Is H.D. Smith aware of any prior instances</p> <p>18 where it failed to comply with state laws?</p> <p>19 MR. PADGETT: Go ahead.</p> <p>20 BY THE WITNESS:</p> <p>21 A. I'm trying to think. You know, I don't</p> <p>22 know how specific you want to get on that, on state</p> <p>23 laws. I mean, there has been issues in some states</p> <p>24 where we have been cited for some violations.</p>
<p style="text-align: right;">Page 31</p> <p>1 throughout its tenure?</p> <p>2 MR. PADGETT: I'll object to form. He can</p> <p>3 answer.</p> <p>4 BY THE WITNESS:</p> <p>5 A. Could you repeat that?</p> <p>6 BY MR. YOUNG:</p> <p>7 Q. Sure.</p> <p>8 Is it your opinion here today or your --</p> <p>9 your testimony today that H.D. Smith maintained</p> <p>10 effective controls against diversion of Schedule II</p> <p>11 controlled substances throughout its tenure as a</p> <p>12 pharmaceutical distributor?</p> <p>13 MR. PADGETT: Same objection.</p> <p>14 BY THE WITNESS:</p> <p>15 A. We take our responsibility to maintain</p> <p>16 effective controls against diversion and we have done</p> <p>17 so.</p> <p>18 BY MR. YOUNG:</p> <p>19 Q. Has there ever been an instance in which</p> <p>20 H.D. Smith has failed to maintain effective controls</p> <p>21 against diversion?</p> <p>22 A. Not to my knowledge.</p> <p>23 Q. Has H.D. Smith ever failed to comply with</p> <p>24 applicable state or local law with regard to being a</p>	<p style="text-align: right;">Page 33</p> <p>1 BY MR. YOUNG:</p> <p>2 Q. So H.D. Smith has violated state laws</p> <p>3 before?</p> <p>4 MR. PADGETT: Object to form.</p> <p>5 He can answer.</p> <p>6 BY THE WITNESS:</p> <p>7 A. We have been cited for that.</p> <p>8 BY MR. YOUNG:</p> <p>9 Q. Is it your testimony today that you</p> <p>10 resolved those investigations or enforcement actions</p> <p>11 but did not actually violate the laws?</p> <p>12 MR. PADGETT: Same objection.</p> <p>13 BY THE WITNESS:</p> <p>14 A. We received citations. We did not have</p> <p>15 any actions against our registration or -- any actions</p> <p>16 against our registration.</p> <p>17 BY MR. YOUNG:</p> <p>18 Q. Has H.D. Smith ever had its license</p> <p>19 suspended or revoked in any state?</p> <p>20 A. It has not.</p> <p>21 Q. Has the DEA or FDA or Department of</p> <p>22 Justice ever instituted an enforcement action or</p> <p>23 investigation against H.D. Smith?</p> <p>24 A. Can you be more specific?</p>

9 (Pages 30 to 33)

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<p style="text-align: right;">Page 34</p> <p>1 Q. Are you aware of any instance in which the</p> <p>2 DEA has instituted an enforcement action or</p> <p>3 investigation against H.D. Smith?</p> <p>4 MR. PADGETT: I'll object to form.</p> <p>5 BY THE WITNESS:</p> <p>6 A. DEA in -- instituted an investigation in</p> <p>7 our Kentucky facility, our Kentucky distribution</p> <p>8 center back in 2010 with an administrative inspection</p> <p>9 warrant.</p> <p>10 BY MR. YOUNG:</p> <p>11 Q. And --</p> <p>12 A. -- and subpoena.</p> <p>13 Q. And what was the result of that action?</p> <p>14 A. No action taken.</p> <p>15 Q. Is that the only instance in which the DEA</p> <p>16 has investigated H.D. Smith?</p> <p>17 A. We've had cyclical routine inspections.</p> <p>18 And I don't know how -- what DEA considers those, if</p> <p>19 they are investigations. You know, to us they were</p> <p>20 cyclic inspections. There was a -- a lawsuit that we</p> <p>21 were involved with with -- with DEA, SafeScript case.</p> <p>22 I don't know if I'd consider that an investigation or</p> <p>23 not.</p> <p>24 Q. How about the state enforcement</p>	<p style="text-align: right;">Page 36</p> <p>1 BY MR. YOUNG:</p> <p>2 Q. What was the basis of that litigation?</p> <p>3 MR. PADGETT: I'll object to form.</p> <p>4 BY THE WITNESS:</p> <p>5 A. I'm not a -- I'm not ex -- exactly sure.</p> <p>6 BY MR. YOUNG:</p> <p>7 Q. Let's go at it a different way.</p> <p>8 A. So if you can --</p> <p>9 Q. Were you the chief compliance officer of</p> <p>10 H.D. Smith at the time that that West Virginia</p> <p>11 enforcement action was instituted?</p> <p>12 MR. PADGETT: Object to form.</p> <p>13 BY THE WITNESS:</p> <p>14 A. I can't remember the exact dates that --</p> <p>15 that that litigation covered and I was at H.D. Smith</p> <p>16 for part of it and some not.</p> <p>17 BY MR. YOUNG:</p> <p>18 Q. So what was your understanding in your</p> <p>19 compliance capacity as to why the State of West</p> <p>20 Virginia Attorney General was bringing an</p> <p>21 investigation or action against H.D. Smith?</p> <p>22 MR. PADGETT: Object to form and scope.</p> <p>23 BY MR. YOUNG:</p> <p>24 Q. Do you not recall?</p>
<p style="text-align: right;">Page 35</p> <p>1 authorities, whatever they may be called, in -- in</p> <p>2 some states I think it's the Board of Pharmacy, in</p> <p>3 other states I think it may be called something else.</p> <p>4 Have any state regulators or enforcers</p> <p>5 instituted an investigation or litigation against</p> <p>6 H.D. Smith?</p> <p>7 MR. PADGETT: Object to form.</p> <p>8 BY THE WITNESS:</p> <p>9 A. We've had citations in California for --</p> <p>10 for some violations of not getting a pharmacist</p> <p>11 signature on deliveries, such as that. Other than</p> <p>12 that, unless you can be more specific --</p> <p>13 BY MR. YOUNG:</p> <p>14 Q. Sure.</p> <p>15 A. -- nothing is really coming to mind.</p> <p>16 Q. How about the State of West Virginia, has</p> <p>17 the State of West Virginia Attorney General's office</p> <p>18 or Board of Pharmacy or any other regulatory entity</p> <p>19 instituted an investigation or enforcement action</p> <p>20 against H.D. Smith?</p> <p>21 MR. PADGETT: Object to form.</p> <p>22 BY THE WITNESS:</p> <p>23 A. We were involved in litigation with the</p> <p>24 State of West Virginia.</p>	<p style="text-align: right;">Page 37</p> <p>1 A. I'm just -- I -- it has been a while for</p> <p>2 that. It was -- it was regarding controlled</p> <p>3 substances in the state with the -- concerning the</p> <p>4 opioid epidemic --</p> <p>5 Q. Do you --</p> <p>6 A. -- in the state.</p> <p>7 Q. Do you know the allegations that the</p> <p>8 Attorney General made in its Complaint against</p> <p>9 H.D. Smith?</p> <p>10 A. I believe one of them was a -- a failure</p> <p>11 to report suspicious orders to the state.</p> <p>12 Q. And as the -- and I'm going to use the</p> <p>13 phrase "chief compliance officer." I understand at</p> <p>14 the time that you may not have held that title but</p> <p>15 that's essentially the role that you filled.</p> <p>16 As the chief compliance officer for</p> <p>17 H.D. Smith, what, if anything, did you do when you</p> <p>18 learned of these allegations?</p> <p>19 A. Well, as far as the allegation of failure</p> <p>20 to report suspicious orders to the state, it was our</p> <p>21 understanding that we were not required to as an</p> <p>22 out-of-state wholesale distributor. I know that,</p> <p>23 yeah, there was a lawsuit filed and went through the</p> <p>24 same -- same steps as we are doing through here.</p>

10 (Pages 34 to 37)

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<p style="text-align: right;">Page 38</p> <p>1 Q. By "here," you mean the litigation that we 2 are here for? 3 A. This litigation, yes. 4 Q. Do you know the result of that litigation, 5 the West Virginia litigation? 6 A. H.D. Smith paid a -- a fine. I'm not 7 exactly sure how much it was. 8 Q. You're familiar with the Controlled 9 Substances Act of 1971? 10 A. Yes. 11 Q. And is the Controlled Substances Act of 12 1971 something that H.D. Smith must comply with? 13 A. It is our responsibility to comply. 14 Q. Does H.D. Smith recognize that if you 15 don't follow the rules in the Controlled Substances 16 Act that you can be fined by the Federal Government? 17 A. Yes. 18 Q. And similar question with regard to the 19 state Controlled Substances Act. Various states have 20 enacted their own versions of a Controlled Substances 21 Act. 22 Is H.D. Smith of the opinion that it must 23 comply with the state Controlled Substances Acts in 24 the states in which it operates?</p>	<p style="text-align: right;">Page 40</p> <p>1 distributor? 2 A. Our responsibility is to provide effective 3 controls against theft and diversion. 4 Q. That wasn't my question. 5 My question is: Has H.D. Smith complied 6 with this throughout its tenure as a pharmaceutical 7 distributor? 8 MR. PADGETT: Object to form. 9 BY MR. YOUNG: 10 Q. In other words, have there been occasions 11 in which H.D. Smith has failed to provide effective 12 controls and procedures to guard against theft and 13 diversion of controlled substances? 14 MR. PADGETT: Same objection. 15 BY THE WITNESS: 16 A. To the best of my knowledge, we have 17 complied with this regulation. 18 BY MR. YOUNG: 19 Q. The highlighted section uses the word 20 "diversion." 21 What is your understanding of the term 22 "diversion," what does that mean? 23 A. Diversion can -- basically it's illegal, 24 when you are talking about controlled substances, it</p>
<p style="text-align: right;">Page 39</p> <p>1 A. Yes. 2 Q. And failure to comply with those laws or 3 rules would result in fines or license revocation. 4 Is that accurate? 5 A. I believe that that can be the -- the 6 result. 7 Q. I'm going to show you another exhibit, 8 which is Exhibit 3. 9 This exhibit is also from the DEA 10 Diversion Control website and it has a very brief 11 highlighted section at the top. 12 I'd just ask you to read the highlighted 13 portion into the record and we can talk about it. 14 A. Okay. 15 Q. Can you read the highlighted portion into 16 the record, please? 17 A. "All applicants and registrants shall 18 provide effective controls and procedures to guard 19 against theft and diversion of controlled substances." 20 Q. Are you familiar with this language of 21 this section? 22 A. I am. 23 Q. And has H.D. Smith complied with this 24 requirement throughout its tenure as a pharmaceutical</p>	<p style="text-align: right;">Page 41</p> <p>1 is an illegal -- acts or any -- anything pertaining to 2 the controlled substances that would be illegal. It 3 could be theft, it could be abuse. 4 Q. The section uses the -- the phrase "theft 5 and diversion." So separating out theft from 6 diversion, what's your understanding of diversion? 7 A. The controlled substances going into 8 illicit channels, illegal use of controlled 9 substances. 10 Q. You -- you used the phrase "illicit 11 channels." Can you be more specific what you mean by 12 that? 13 A. It could be channels in the supply chain 14 that are -- you know, it could be counterfeit, it 15 could be, you know, criminal type, you know, sale -- 16 illicit sales, illegal sales of controlled substances, 17 illegal use of controlled substances. 18 Q. Would diversion include obtaining 19 prescriptions through forged prescriptions? 20 A. Yes. 21 Q. Would diversion include -- I think you -- 22 you mentioned it, but just to clarify, would diversion 23 include the resale of legally-obtained prescription 24 controlled substances? So in other words --</p>

11 (Pages 38 to 41)

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<p style="text-align: right;">Page 42</p> <p>1 A. Obtained legally and then illegally sold?</p> <p>2 Q. Yes.</p> <p>3 A. On the street or what have you, yes.</p> <p>4 Q. Have there been occasions in which</p> <p>5 H.D. Smith has uncovered, using your definition of</p> <p>6 diversion, the diversion of controlled substances in</p> <p>7 its tenure as a registrant under the Controlled</p> <p>8 Substances Act?</p> <p>9 MR. PADGETT: Object; form.</p> <p>10 BY THE WITNESS:</p> <p>11 A. I can -- I can say that we may have</p> <p>12 suspected diversion. We don't do criminal</p> <p>13 investigations. We -- we may suspect diversion, we</p> <p>14 may report it. The end result may be down the line</p> <p>15 that there was illegal diversion, you know, a fact</p> <p>16 that someone, you know, was criminally prosecuted,</p> <p>17 but, you know, our responsibility is -- is -- is not</p> <p>18 to conduct criminal investigations. So I can't say</p> <p>19 for -- for a fact that, you know, what you asked.</p> <p>20 BY MR. YOUNG:</p> <p>21 Q. In your role as chief compliance officer,</p> <p>22 have you had occasion to investigate a pharmacy that</p> <p>23 you suspected was diverting controlled substances?</p> <p>24 A. When you say "investigate," what --</p>	<p style="text-align: right;">Page 44</p> <p>1 either cut off entirely or at least cut off the -- the</p> <p>2 purchase of controls.</p> <p>3 Q. And specifically with regard to what we</p> <p>4 will call CT-1 jurisdictions, which CT-1 jurisdictions</p> <p>5 include Cuyahoga County, the City of Cleveland, Summit</p> <p>6 County and the City of Akron, with regard to those</p> <p>7 four geographic communities, are you -- is H.D. Smith</p> <p>8 aware of suspected diversion taking place at</p> <p>9 pharmacies that it served as a distributor?</p> <p>10 MR. PADGETT: Object to form to the extent</p> <p>11 suggesting we are a defendant in Summit County or</p> <p>12 Akron.</p> <p>13 MR. YOUNG: Yeah, fair enough.</p> <p>14 BY MR. YOUNG:</p> <p>15 Q. So with regard to Cuyahoga and the City of</p> <p>16 Cleveland, has H.D. Smith ever identified pharmacies</p> <p>17 that it suspected were diverting controlled</p> <p>18 substances?</p> <p>19 A. No.</p> <p>20 Q. Have you undertaken investigations of</p> <p>21 pharmacies in Cuyahoga County or Cleveland and that</p> <p>22 you initially suspected were diverting controlled</p> <p>23 substances and concluded that they, in fact, were not</p> <p>24 diverting controlled substances?</p>
<p style="text-align: right;">Page 43</p> <p>1 what -- can you define that a little bit more?</p> <p>2 Q. Gather information or inquire.</p> <p>3 A. We would gather information, we would</p> <p>4 conduct our due diligence, and then if we would have a</p> <p>5 reason to believe that there may be diversion taking</p> <p>6 place, then that would -- that would be reported, but</p> <p>7 we wouldn't necessarily go any further in -- into any</p> <p>8 kind of criminal investigation because that's not</p> <p>9 our -- our place.</p> <p>10 Q. Okay. But there have been occasions in</p> <p>11 which H.D. Smith has concluded that diversion is</p> <p>12 likely at a pharmacy that it supplies?</p> <p>13 MR. PADGETT: Object to form.</p> <p>14 BY THE WITNESS:</p> <p>15 A. When we have reason to believe that there</p> <p>16 may be diversion taking place.</p> <p>17 BY MR. YOUNG:</p> <p>18 Q. Can you say -- and this is a difficult</p> <p>19 question, can you say approximately how many</p> <p>20 pharmacies that you identified as reason to believe</p> <p>21 that diversion was taking place?</p> <p>22 A. We've probably -- I'll take a wild guess,</p> <p>23 2- or 300 pharmacies, maybe more, that we have -- have</p> <p>24 reason to believe there may be diversion and we've</p>	<p style="text-align: right;">Page 45</p> <p>1 MR. PADGETT: Object to form.</p> <p>2 BY THE WITNESS:</p> <p>3 A. I'd probably like to get a little bit</p> <p>4 better idea of what you consider an investigation</p> <p>5 because -- or I can give you what our determinant --</p> <p>6 or what we believe any -- any of our due diligence we</p> <p>7 consider part of an investigation.</p> <p>8 In our due diligence we look at the</p> <p>9 totality of all circumstances. And we never suspected</p> <p>10 or had reason to believe that any pharmacies in</p> <p>11 Cuyahoga County or Cleveland were diverting.</p> <p>12 BY MR. YOUNG:</p> <p>13 Q. Fair enough.</p> <p>14 I'm going to show you now what's been</p> <p>15 premarked as Plaintiff's Exhibit -- or Euson</p> <p>16 Deposition Exhibit 4. This is another printout from</p> <p>17 the DEA Office of Diversion Control. It has a</p> <p>18 highlighted portion.</p> <p>19 I'm going to ask you to take a look at</p> <p>20 that and then read it into the record.</p> <p>21 A. Do you want me to state the code or any --</p> <p>22 and the part or anything?</p> <p>23 Q. Ah, sure. That would be great.</p> <p>24 A. Okay.</p>

12 (Pages 42 to 45)

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<p style="text-align: right;">Page 46</p> <p>1 Q. I failed to do so with the prior exhibit, 2 so that's probably a good idea. 3 A. Title 21 Code of Federal Regulations, 4 Part 1301, Registration of Manufacturers, 5 Distributors, and Dispensers of Controlled Substances. 6 Security Requirements. This is 1301.74, 7 subsection (b). 8 "The registrant shall design and operate a 9 system to disclose to the registrant suspicious orders 10 of controlled substances. The registrant shall inform 11 the Field Office of the Administration in his area of 12 suspicious orders when discovered by the registrant. 13 Suspicious orders include orders of unusual size, 14 orders deviating substantially from a normal pattern, 15 and orders of unusual frequency." 16 Q. Are you familiar with the language in 17 1301.74(b)? 18 A. Yes. 19 Q. And what do you refer to or how -- how do 20 you refer to this language, this requirement? 21 MR. PADGETT: Object to form. 22 BY MR. YOUNG: 23 Q. Within H.D. Smith, does it have a certain 24 nomenclature or is this just a known --</p>	<p style="text-align: right;">Page 48</p> <p>1 A. Not -- 2 Q. Okay. 3 A. -- not particularly. 4 Q. In your opinion, did H.D. Smith comply 5 with this requirement throughout your tenure with the 6 company? 7 A. Yes, we did. 8 Q. Did H.D. Smith always have in place 9 systems to identify suspicious orders as defined here 10 in subsection (b) which you just read? 11 MR. PADGETT: Object to scope. 12 BY THE WITNESS: 13 A. We had a manual system and then we had an 14 automated system. We had several iterations of that. 15 BY MR. YOUNG: 16 Q. And we'll dig into the details of those 17 systems shortly, but is it your testimony today that 18 at all times H.D. Smith complied with this 19 requirement? 20 A. Yes. 21 Q. That includes during the manual system as 22 well as the automated system? 23 A. Yes, sir. 24 Q. Who was responsible for ensuring that</p>
<p style="text-align: right;">Page 47</p> <p>1 A. What time period are you talking about? 2 Q. Currently. 3 A. Currently, we have -- if this is what you 4 are asking, we have an automate -- 5 MR. PADGETT: Same objection. 6 Go ahead. 7 BY THE WITNESS: 8 A. We have an automated system called our 9 Controlled Substance Order Monitoring Program, CSOMP 10 for short. 11 Is that what you were referring to? 12 BY MR. YOUNG: 13 Q. Not -- not exactly. 14 A. Okay. 15 Q. This is -- this is part of the Controlled 16 Substances Act requirements for registrants. And I 17 was just curious if you had some nomenclature or would 18 refer to this particular provision in a certain way? 19 And specifically talking about the "suspicious orders 20 include orders of unusual size, deviating 21 substantially from a normal pattern, and orders of 22 unusual frequency," that requirement. 23 You have no particular nomenclature you 24 use in the industry?</p>	<p style="text-align: right;">Page 49</p> <p>1 H.D. Smith complied with this provision, Section B? 2 MR. PADGETT: Object to form. 3 BY MR. YOUNG: 4 Q. Is that -- is that your job? 5 A. What time period? 6 Q. Throughout your tenure, if there is 7 someone that was more senior than you and was 8 responsible for compliance with this provision, I'd 9 like to know them, but I'd also like to know whether 10 or not this was your job? 11 A. When I first came to H.D. Smith in 12 November of 2005 until -- when I first came there, it 13 was the -- it was the responsibility of the individual 14 distribution center managers, the operations managers 15 to report suspicious orders to the field office in 16 their area. That continued on until spring of 2008 17 when we got our -- our automated system running, and 18 then that was brought in -- into the corporate office 19 and under my responsibility. 20 Q. When you first got to H.D. Smith, was 21 H.D. Smith in compliance with this provision? 22 A. I believe so. 23 Q. When you first got to H.D. Smith, was 24 H.D. Smith reporting suspicious orders to the DEA when</p>

13 (Pages 46 to 49)

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<p style="text-align: right;">Page 50</p> <p>1 they were discovered?</p> <p>2 A. At that --</p> <p>3 MR. PADGETT: Object to form.</p> <p>4 BY THE WITNESS:</p> <p>5 A. At that -- at that time the -- the</p> <p>6 industry standard and the expectation from DEA was</p> <p>7 that orders were basically reported after the fact.</p> <p>8 They were -- if -- if we discovered an order</p> <p>9 beforehand, it would be reported before the sale.</p> <p>10 Other than that, the operations managers</p> <p>11 reviewed orders at the end of each month and anything</p> <p>12 that they thought was unusual they would send that to</p> <p>13 the DEA. And that was the industry standard and the</p> <p>14 expectation at that time, which has changed over time.</p> <p>15 BY MR. YOUNG:</p> <p>16 Q. And -- and we'll get into that a little</p> <p>17 bit later, but with regard to the requirements as you</p> <p>18 read them in -- in Section B, is it your testimony</p> <p>19 that H.D. Smith was in or out of compliance with</p> <p>20 specifically reporting suspicious orders when they</p> <p>21 were discovered by the registrant?</p> <p>22 So not with the DEA, I think your</p> <p>23 testimony was that the DEA allowed it to be done a</p> <p>24 certain way, but -- but I want to know with specific</p>	<p style="text-align: right;">Page 52</p> <p>1 when you got there to H.D. Smith and the way that</p> <p>2 things were done and the changes that were made.</p> <p>3 Did the senior management or board of</p> <p>4 directors of H.D. Smith have involvement or input over</p> <p>5 those changes?</p> <p>6 A. Not necessarily.</p> <p>7 Q. How were those changes implemented? In</p> <p>8 other words, you get there and you noticed things were</p> <p>9 being done in a certain way and you had</p> <p>10 recommendations to change them.</p> <p>11 How is -- how are you able to implement</p> <p>12 those changes?</p> <p>13 A. Shortly after I got there we had a meeting</p> <p>14 with DEA and I had consistent contact with DEA and</p> <p>15 headquarters. We -- any changes to the programs</p> <p>16 and -- and how we did things as we went along were --</p> <p>17 there was never any interference from anyone, any</p> <p>18 management at H.D. Smith.</p> <p>19 Q. So was there someone more senior than you</p> <p>20 that made it clear that whatever George recommends for</p> <p>21 compliance changes should be followed?</p> <p>22 A. I -- I don't know that it was that rigid.</p> <p>23 They considered me as their compliance expert and they</p> <p>24 let me put in the -- the processes in place to -- that</p>
<p style="text-align: right;">Page 51</p> <p>1 reference to this provision as it's written and as you</p> <p>2 read, was H.D. Smith in compliance?</p> <p>3 MR. PADGETT: Object to form.</p> <p>4 BY THE WITNESS:</p> <p>5 A. Even if it was after the fact that our</p> <p>6 operations manager reported it, that was reported when</p> <p>7 discovered.</p> <p>8 BY MR. YOUNG:</p> <p>9 Q. Okay. So there were no delays between</p> <p>10 when an order was discovered and when it was reported</p> <p>11 to the DEA throughout the tenure of H.D. Smith as a</p> <p>12 registrant?</p> <p>13 MR. PADGETT: Object to form.</p> <p>14 BY THE WITNESS:</p> <p>15 A. What time period are you talking?</p> <p>16 BY MR. YOUNG:</p> <p>17 Q. Throughout H.D. Smith's history, are you</p> <p>18 aware of any instance in which H.D. Smith failed to</p> <p>19 report a suspicious order when it was discovered?</p> <p>20 MR. PADGETT: Object to form.</p> <p>21 BY THE WITNESS:</p> <p>22 A. No.</p> <p>23 BY MR. YOUNG:</p> <p>24 Q. Okay. You mentioned a transition from</p>	<p style="text-align: right;">Page 53</p> <p>1 needed to be put in and improvements.</p> <p>2 Q. H.D. Smith acknowledges that Section B of</p> <p>3 Part 1301 is a requirement that it's obligated to</p> <p>4 comply with, is that correct?</p> <p>5 A. It's our responsibility to put -- comply</p> <p>6 with the law.</p> <p>7 Q. And H.D. Smith acknowledges that as a</p> <p>8 registrant or distributor of controlled substances it</p> <p>9 must exercise due diligence to avoid filling</p> <p>10 suspicious orders, is that accurate?</p> <p>11 A. Repeat that.</p> <p>12 Q. Does H.D. Smith acknowledge that it must</p> <p>13 exercise due diligence to avoid filling suspicious</p> <p>14 orders?</p> <p>15 MR. PADGETT: Object to form.</p> <p>16 BY THE WITNESS:</p> <p>17 A. It is our responsibility, you know, within</p> <p>18 our -- our place in the supply chain to maintain</p> <p>19 effective controls against diversion and report</p> <p>20 suspicious orders when discovered as -- as to this</p> <p>21 regulation.</p> <p>22 BY MR. YOUNG:</p> <p>23 Q. And must H.D. Smith exercise due diligence</p> <p>24 in that regard?</p>

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<p style="text-align: right;">Page 54</p> <p>1 MR. PADGETT: Object to form.</p> <p>2 BY THE WITNESS:</p> <p>3 A. Can you clarify due diligence?</p> <p>4 BY MR. YOUNG:</p> <p>5 Q. Well, I'm -- I'm trying to understand</p> <p>6 what's the basis of H.D. Smith's compliance with</p> <p>7 these, with these laws, and you're the chief</p> <p>8 compliance officer. So I want to understand from</p> <p>9 H.D. Smith's perspective how should it comply with</p> <p>10 these laws? Should it do it willy-nilly or should it</p> <p>11 do it with due diligence?</p> <p>12 MR. PADGETT: Object to form.</p> <p>13 BY THE WITNESS:</p> <p>14 A. You know, part -- our -- our process and</p> <p>15 our procedures, you know, include due diligence to</p> <p>16 know our customers. You know, we put processes and</p> <p>17 procedures in place to get -- to understand the</p> <p>18 totality of circumstances and -- and the -- and to</p> <p>19 know our customers, their needs, if that is -- if</p> <p>20 that's what you are looking for.</p> <p>21 BY MR. YOUNG:</p> <p>22 Q. Yeah. No, that's -- that's fair.</p> <p>23 A. Okay.</p> <p>24 Q. In these three or four sections of</p>	<p style="text-align: right;">Page 56</p> <p>1 distributes controlled substances in this case,</p> <p>2 specifically opioids, that result in diversion, that</p> <p>3 the public could suffer harm?</p> <p>4 MR. PADGETT: Object to form.</p> <p>5 BY THE WITNESS:</p> <p>6 A. Again, our -- our responsibility within</p> <p>7 the supply chain is -- is to maintain effective</p> <p>8 controls against diversion. Diversion comes in many</p> <p>9 forms and there is many forms of diversion that we</p> <p>10 have no control over.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. Does H.D. Smith acknowledge that if they</p> <p>13 distribute opioid orders deviating from a normal</p> <p>14 pattern and fails to report those to the DEA, that</p> <p>15 that would result in diversion?</p> <p>16 MR. PADGETT: Object to form.</p> <p>17 BY MR. YOUNG:</p> <p>18 Q. In other words, let me rephrase that, that</p> <p>19 was an inartful question.</p> <p>20 There are three types of suspicious orders</p> <p>21 that are defined or described in the section that you</p> <p>22 just read, Section B, and they are orders of unusual</p> <p>23 size, orders deviating substantially from a normal</p> <p>24 pattern, and orders of unusual frequency, right? So</p>
<p style="text-align: right;">Page 55</p> <p>1 regulations and laws that -- that we've discussed,</p> <p>2 Exhibits 1 through 4, what's the purpose of these,</p> <p>3 these laws?</p> <p>4 Does H.D. Smith have an opinion as to the</p> <p>5 purpose of the Controlled Substances Act and the</p> <p>6 attendant regulations?</p> <p>7 MR. PADGETT: I'll object to form.</p> <p>8 BY THE WITNESS:</p> <p>9 A. You know, our responsibility is to comply</p> <p>10 with the -- with the regulations.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. Well, why do these laws exist?</p> <p>13 MR. PADGETT: Same objection.</p> <p>14 BY THE WITNESS:</p> <p>15 A. I wasn't there when they put the laws</p> <p>16 together.</p> <p>17 BY MR. YOUNG:</p> <p>18 Q. Does H.D. Smith have an opinion as to why</p> <p>19 these laws exist?</p> <p>20 MR. PADGETT: Same objection.</p> <p>21 BY THE WITNESS:</p> <p>22 A. We comply with the regulations.</p> <p>23 BY MR. YOUNG:</p> <p>24 Q. Does H.D. Smith acknowledge that if it</p>	<p style="text-align: right;">Page 57</p> <p>1 we've got size, pattern and frequency.</p> <p>2 When there is a suspicious order that</p> <p>3 deviates from a normal pattern, if H.D. Smith were to</p> <p>4 fail to report that suspicious order to the DEA, would</p> <p>5 that result in diversion?</p> <p>6 MR. PADGETT: Object to form.</p> <p>7 BY THE WITNESS:</p> <p>8 A. I don't believe you can say a blanket</p> <p>9 statement like that.</p> <p>10 BY MR. YOUNG:</p> <p>11 Q. Is it possible?</p> <p>12 MR. PADGETT: Same objection.</p> <p>13 BY THE WITNESS:</p> <p>14 A. Diversion is possible throughout the in --</p> <p>15 throughout the supply chain.</p> <p>16 BY MR. YOUNG:</p> <p>17 Q. Is H.D. Smith aware of the great demand</p> <p>18 for opioid products through illicit channels like you</p> <p>19 described earlier?</p> <p>20 MR. PADGETT: Object to form.</p> <p>21 BY THE WITNESS:</p> <p>22 A. Can you be a little bit more specific?</p> <p>23 BY MR. YOUNG:</p> <p>24 Q. Is H.D. Smith aware that there is a demand</p>

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<p style="text-align: right;">Page 58</p> <p>1 on the street for opioids?</p> <p>2 A. Yeah, through our experience, yes, there</p> <p>3 is a -- there has been a demand for -- for opioids.</p> <p>4 Q. Is H.D. Smith aware that the country is</p> <p>5 currently undergoing an addiction, an opioid addiction</p> <p>6 epidemic?</p> <p>7 MR. PADGETT: Object to form.</p> <p>8 BY THE WITNESS:</p> <p>9 A. You know, we stay -- stay abreast of -- of</p> <p>10 issues and I know CDC has called it an epidemic. I</p> <p>11 don't know the exact definition of an epidemic.</p> <p>12 BY MR. YOUNG:</p> <p>13 Q. Does H.D. Smith have an opinion on the</p> <p>14 current state of opioid addiction in the</p> <p>15 United States?</p> <p>16 MR. PADGETT: Object to form.</p> <p>17 BY THE WITNESS:</p> <p>18 A. Can you rephrase that?</p> <p>19 BY MR. YOUNG:</p> <p>20 Q. Does H.D. Smith have an opinion on what's</p> <p>21 been described as the opioid epidemic? So I think</p> <p>22 you -- you didn't want to use the word "epidemic," so</p> <p>23 how would you define the current state of affairs with</p> <p>24 regard to opioid addiction in America?</p>	<p style="text-align: right;">Page 60</p> <p>1 are addictive are not dangerous in the wrong hands or</p> <p>2 are dangerous in the wrong hands?</p> <p>3 MR. PADGETT: Object to form.</p> <p>4 BY THE WITNESS:</p> <p>5 A. Again, clarify that, I -- I said that they</p> <p>6 can be addictive.</p> <p>7 BY MR. YOUNG:</p> <p>8 Q. Okay.</p> <p>9 A. Okay.</p> <p>10 And can you repeat your question again</p> <p>11 then?</p> <p>12 Q. Sure.</p> <p>13 These -- these drugs, these controlled</p> <p>14 substances, in this case opioids, if they were to</p> <p>15 reach the wrong hands, does their potential to be</p> <p>16 addictive, is that dangerous?</p> <p>17 MR. PADGETT: Object to form.</p> <p>18 BY THE WITNESS:</p> <p>19 A. I'm not really clear on what you are</p> <p>20 asking. I mean --</p> <p>21 BY MR. YOUNG:</p> <p>22 Q. Okay.</p> <p>23 A. -- what -- where -- you know, dangerous to</p> <p>24 the person, dangerous to society?</p>
<p style="text-align: right;">Page 59</p> <p>1 MR. PADGETT: Object to form.</p> <p>2 BY THE WITNESS:</p> <p>3 A. I didn't say I didn't want to use the word</p> <p>4 "epidemic." I said CDC has claimed it is an epidemic.</p> <p>5 And I don't know the exact definition of an epidemic.</p> <p>6 I think that's subjective. But I do know</p> <p>7 that there is -- there are issues with opioids, there</p> <p>8 is issues with illicit fentanyl, there is issues with</p> <p>9 heroin, so yes.</p> <p>10 BY MR. YOUNG:</p> <p>11 Q. Does H.D. Smith acknowledge that opioids</p> <p>12 are addictive?</p> <p>13 A. I believe they can be addictive.</p> <p>14 Q. Does H.D. Smith acknowledge that opioids</p> <p>15 are dangerous in the wrong hands?</p> <p>16 MR. PADGETT: Object to form.</p> <p>17 BY THE WITNESS:</p> <p>18 A. You'd have to define dangerous and be a</p> <p>19 little bit more specific on that.</p> <p>20 Q. Well, H.D. Smith --</p> <p>21 A. And what the wrong hands are.</p> <p>22 Q. H.D. Smith distributes opioids and we've</p> <p>23 agreed or you've admitted that opioids are addictive.</p> <p>24 Is it your testimony that opioids which</p>	<p style="text-align: right;">Page 61</p> <p>1 Q. No, that's fair.</p> <p>2 A. Yeah.</p> <p>3 Q. As I mentioned at the outset, I may ask</p> <p>4 many a question that -- that doesn't make sense to you</p> <p>5 and I appreciate you letting me know.</p> <p>6 Does H.D. Smith have an opinion as to</p> <p>7 whether or not pharmaceutical products, in this</p> <p>8 instance opioids, the type that it distributes, have</p> <p>9 caused harm in the State of Ohio?</p> <p>10 MR. PADGETT: Object to form.</p> <p>11 BY THE WITNESS:</p> <p>12 A. I -- I can't say for certain that the</p> <p>13 drugs that we have distributed have caused harm to</p> <p>14 anyone.</p> <p>15 BY MR. YOUNG:</p> <p>16 Q. And I should have been more clear.</p> <p>17 I don't mean specifically the drugs that</p> <p>18 you delivered but the types of drugs that you</p> <p>19 delivered, the controlled substance opioids have</p> <p>20 caused harm to the State of Ohio or in the State of</p> <p>21 Ohio?</p> <p>22 MR. PADGETT: Object to form, scope.</p> <p>23 BY THE WITNESS:</p> <p>24 A. I'm still not exactly sure where you are</p>

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<p style="text-align: right;">Page 62</p> <p>1 going with that, but, I mean, opioids, you know, can 2 be addictive, they can cause overdose deaths if -- if 3 used incorrectly, if that's what you are getting at. 4 BY MR. YOUNG: 5 Q. Well, I -- I want to understand 6 H.D. Smith, as a distributor of opioids, whether or 7 not it has an opinion as to whether or not opioids 8 have caused harm to, in this case, I'll even limit it 9 further, the City of Cleveland and Cuyahoga County. 10 Have the City of Cleveland or Cuyahoga 11 County residents and the government entities 12 themselves suffered harm as a result of prescription 13 opioids? 14 MR. PADGETT: Object to form. 15 BY THE WITNESS: 16 A. I'm still not clear exactly what harm you 17 are asking about. You know, these -- you know, these 18 drugs that -- that -- these opioid drugs that are 19 distributed, you know, are -- that are used by -- by 20 patients can be, you know, lifesaving, you know, drugs 21 can -- can relieve people of pain, which they are 22 intended to do, you know, for legitimate use and -- 23 and legitimate patients. 24 BY MR. YOUNG:</p>	<p style="text-align: right;">Page 64</p> <p>1 cause? 2 MR. PADGETT: Objection; scope. 3 BY THE WITNESS: 4 A. I don't know specifically. 5 BY MR. YOUNG: 6 Q. You haven't -- H.D. Smith hasn't done any 7 research to determine whether or not Cleveland or 8 Cuyahoga County has suffered harm as a result of 9 prescription opioids? 10 MR. PADGETT: Objection; scope. 11 BY THE WITNESS: 12 A. I'm -- I'm still not sure what you mean by 13 harm, but my assumption would be that there probably 14 have been people that have died of overload -- of 15 prescription drug overdoses in Cuyahoga County. 16 BY MR. YOUNG: 17 Q. Okay. I'm going to show you what's been 18 marked as Exhibit 5, and this I'll give you in just a 19 second, I'm sure that you are familiar with it, it has 20 been pre highlighted, it is on DEA letterhead and it 21 is dated September 27th, 2006. 22 Does that exhibit look familiar to you? 23 A. Yes, sir. 24 Q. This letter is from Joe Rannazzisi.</p>
<p style="text-align: right;">Page 63</p> <p>1 Q. Sure. And that wasn't my question. My 2 question is the opposite of that. 3 It's have those same drugs caused harm. 4 You've mentioned some of the benefits and I want to 5 know about some of the harmful effects. 6 So does H.D. Smith have an opinion as to 7 whether or not these prescription opioids that we are 8 talking about generally, not the ones that it 9 specifically distributed, but the type, whether or not 10 that has caused harm in Cleveland and Cuyahoga County? 11 MR. PADGETT: Object to form. 12 BY THE WITNESS: 13 A. I don't know the specifics you are talking 14 about, but can opioids be abused, can people die of 15 overdoses, yes, if that's the harm you are talking 16 about, my assumption is in Cuyahoga County people have 17 died of -- of drug overdoses. 18 BY MR. YOUNG: 19 Q. And do you know whether or not Cleveland 20 and Cuyahoga County drug overdoses have been the 21 result of prescription opioids or I think you 22 mentioned heroin and illicit fentanyl? Have you 23 researched or have you come to a conclusion as to 24 whether or not prescription opioids are part of that</p>	<p style="text-align: right;">Page 65</p> <p>1 Are you familiar with Mr. Rannazzisi? 2 A. Yes. 3 Q. Have you met him before? 4 A. I have. 5 Q. On how many occasions? 6 A. Maybe a couple. 7 Q. Did you receive this letter on behalf of 8 H.D. Smith in approximately September of 2006? 9 A. This was sent to our distribution center, 10 it would have been forwarded to me. 11 Q. So sometime thereafter you would have 12 received it? 13 A. Yes. 14 Q. Do you recall receiving this letter 15 specifically? 16 A. Not specifically. 17 Q. Can you read Paragraph 1 of that letter? 18 A. Not highlighted, the very first paragraph? 19 Q. Yeah. 20 A. Okay. 21 "This letter is being sent to every 22 commercial entity in the United States registered with 23 the Drug Enforcement Administration (DEA) to 24 distribute controlled substances. The purpose of this</p>

17 (Pages 62 to 65)

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<p style="text-align: right;">Page 66</p> <p>1 letter is to reiterate the responsibilities of</p> <p>2 controlled substance distributors in view of the</p> <p>3 prescription drug abuse problem our nation currently</p> <p>4 faces."</p> <p>5 Q. Mr. Rannazzisi references a prescription</p> <p>6 drug abuse problem the nation currently faces in</p> <p>7 September of 2006.</p> <p>8 Did H.D. Smith have reason to disagree</p> <p>9 that a prescription drug abuse problem existed in</p> <p>10 2006?</p> <p>11 A. No.</p> <p>12 Q. Do you know what Mr. Rannazzisi was</p> <p>13 referring to when he described the prescription drug</p> <p>14 abuse problem the nation currently faces?</p> <p>15 MR. PADGETT: Object to form.</p> <p>16 BY THE WITNESS:</p> <p>17 A. I am assuming that it is controlled</p> <p>18 substances since it's from -- since he is from DEA.</p> <p>19 BY MR. YOUNG:</p> <p>20 Q. So you were the compliance officer of</p> <p>21 H.D. Smith, a licensed drug distributor, you've</p> <p>22 received this letter in 2006, and your testimony today</p> <p>23 is you're not sure what the prescription drug abuse</p> <p>24 problem the nation faced was?</p>	<p style="text-align: right;">Page 68</p> <p>1 or not have an opinion as to the accuracy of that</p> <p>2 statement?</p> <p>3 MR. PADGETT: Object to form.</p> <p>4 BY MR. YOUNG:</p> <p>5 Q. That a distributor has a statutory</p> <p>6 responsibility to exercise due diligence to avoid</p> <p>7 filling suspicious orders that might be diverted into</p> <p>8 other than legitimate medical, scientific and</p> <p>9 industrial channels?</p> <p>10 MR. PADGETT: Same objections.</p> <p>11 BY THE WITNESS:</p> <p>12 A. We do exercise our due diligence.</p> <p>13 BY MR. YOUNG:</p> <p>14 Q. So H.D. Smith agrees that it has a</p> <p>15 statutory responsibility?</p> <p>16 MR. PADGETT: Same objection.</p> <p>17 BY THE WITNESS:</p> <p>18 A. I'm not sure about the statutory</p> <p>19 responsibility, but we do, as a practice, exercise our</p> <p>20 due diligence.</p> <p>21 BY MR. YOUNG:</p> <p>22 Q. So what part of the statutory</p> <p>23 responsibility does H.D. Smith disagree with?</p> <p>24 MR. PADGETT: Same objection.</p>
<p style="text-align: right;">Page 67</p> <p>1 MR. PADGETT: Object to form.</p> <p>2 BY MR. YOUNG:</p> <p>3 Q. You are un -- are you unclear?</p> <p>4 A. I didn't say that. I said that the -- it</p> <p>5 is a prescription drug abuse problem. Prescription</p> <p>6 drug abuse can be anything. But I'm assuming it's --</p> <p>7 what -- what he is referencing is controlled substance</p> <p>8 abuse.</p> <p>9 Q. Yeah, fair enough. The -- and the letter</p> <p>10 does go on to -- to state that.</p> <p>11 Can you turn to Page 2, there is a</p> <p>12 highlighted portion. And I want to circle back to</p> <p>13 some of your earlier testimony where you talked about</p> <p>14 the DEA and sort of their understanding of</p> <p>15 interpretations of the laws and whatnot. And we'll</p> <p>16 get to that in a second, but first, can you read for</p> <p>17 us the highlighted portions of Page 2?</p> <p>18 A. "Thus, in addition to reporting all</p> <p>19 suspicious orders, a distributor has a statutory</p> <p>20 responsibility to exercise due diligence to avoid</p> <p>21 filling sup" -- "suspicious orders that might be</p> <p>22 diverted into other than legitimate medical,</p> <p>23 scientific, and industrial channels."</p> <p>24 Q. Okay. So does H.D. Smith agree, disagree,</p>	<p style="text-align: right;">Page 69</p> <p>1 BY THE WITNESS:</p> <p>2 A. I'm saying I'm not sure of a statutory</p> <p>3 responsibility, but we -- of -- to exercise due</p> <p>4 diligence, but we do, as a practice, exercise due</p> <p>5 diligence.</p> <p>6 BY MR. YOUNG:</p> <p>7 Q. So you disagree that there is a statutory</p> <p>8 responsibility to exercise due diligence when filling</p> <p>9 suspicious orders?</p> <p>10 MR. PADGETT: Object to form.</p> <p>11 BY THE WITNESS:</p> <p>12 A. I don't disagree. I'm saying that we do</p> <p>13 exercise our due diligence.</p> <p>14 BY MR. YOUNG:</p> <p>15 Q. That wasn't my question.</p> <p>16 My question is whether or not you agree or</p> <p>17 disagree that there is a statutory responsibility to</p> <p>18 do so?</p> <p>19 MR. PADGETT: Object to form, asked and</p> <p>20 answered.</p> <p>21 BY MR. YOUNG:</p> <p>22 Q. You can answer.</p> <p>23 A. Oh, okay.</p> <p>24 What I'm saying is I'm not clear about</p>

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<p style="text-align: right;">Page 70</p> <p>1 when they say a statutory responsibility for due 2 diligence. We -- 3 BY MR. YOUNG: 4 Q. So you are the chief compliance officer of 5 H.D. Smith, I think your testimony has been that you 6 are the senior-most person charged with compliance 7 responsibility for H.D. Smith, and as we sit here 8 today, you are not sure whether or not there is a 9 statutory responsibility to exercise due diligence? 10 A. We exercise due diligence and our 11 responsibility is to maintain effective controls 12 against diversion, which we do, and we abide by the 13 regulations. 14 Q. Okay. And I -- I guess we are in a bit of 15 a echo chamber. 16 What I need to understand is whether or 17 not H.D. Smith is of the opinion that there is a 18 statutory responsibility to do those things? Because 19 I'm still not getting a clear answer from you as to 20 whether or not it is statutory in nature. So I'll ask 21 it as clearly and cleanly as possible. 22 Is there a statutory responsibility, a 23 legal obligation to exercise due diligence to avoid 24 filling suspicious orders?</p>	<p style="text-align: right;">Page 72</p> <p>1 the statutory verbiage is regarding due diligence. 2 BY MR. YOUNG: 3 Q. Okay. That's fair enough. 4 The next paragraph that's highlighted 5 there, can you read that for us? 6 A. "In a similar vein" -- "in a similar vein, 7 given the requirement under Section 823(e) that a 8 distributor maintain effective controls against 9 diversion, a distributor may not simply rely on the 10 fact that the person placing the suspicious order is a 11 DEA registrant and turn a blind eye to the suspicious 12 circumstances. Again, to maintain effective controls 13 against diversion as Section 823(e) requires, the 14 distributor should exercise due care in confirming the 15 legitimacy of all orders prior to filling." 16 Q. Is there anything in that section that 17 H.D. Smith disagrees with? 18 A. No. 19 Q. There is another section in here -- where 20 is -- can we come back to Page 1 of this document, and 21 under Background, the second full paragraph, it begins 22 with: "The CSA was designed." 23 A. "The CSA was designed" -- do you want me 24 to read it?</p>
<p style="text-align: right;">Page 71</p> <p>1 MR. PADGETT: Object to form. 2 BY THE WITNESS: 3 A. I -- I don't -- I don't -- the statutory 4 responsibility I'm not sure of. We do exercise due 5 diligence. That's what we do as a practice, a 6 process, a procedure when -- regarding suspicious 7 orders. 8 BY MR. YOUNG: 9 Q. Why -- why do you do that? If there is 10 not a statutory responsibility, why would you do that? 11 MR. PADGETT: Object to form. 12 BY THE WITNESS: 13 A. As part of our effort to maintain controls 14 against diversion. 15 BY MR. YOUNG: 16 Q. Which is based in law or you just decide 17 to do that on your own? 18 A. No. It's our responsibility to comply 19 with the -- with the law and the regulations. 20 Q. So there is law and regulations that 21 require the exercise of due diligence? 22 MR. PADGETT: Same objection. 23 BY THE WITNESS: 24 A. What I'm telling you is I'm not sure what</p>	<p style="text-align: right;">Page 73</p> <p>1 Q. Yes, can you read it, please. Sorry. 2 A. "The CSA was designed by Congress to 3 combat diversion by providing for a closed system of 4 drug distribution, in which all legitimate handlers of 5 controlled substances must obtain a DEA registration 6 and, as a condition of maintaining such registration, 7 must take reasonable steps to ensure that their 8 registration is not being utilized as a source of 9 diversion. Distributors are, of course, one of the 10 key components in the distribution chain. If the 11 closed system is to function properly as Congress 12 envisioned, distributors must be vigilant in deciding 13 whether a prospective customer can be trusted to 14 deliver controlled substances only for lawful 15 purposes. This responsibility is critical, as 16 Congress has expressly declared that the illegal 17 distribution of controlled substances has a 18 substantial and detrimental effect on the health and 19 general welfare of the American people." 20 Q. So, and I appreciate you reading that. It 21 was lengthy, I know, and -- and there is a lot there, 22 but what I want to know is whether or not there is 23 anything in that paragraph that H.D. Smith disagrees 24 with?</p>

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<p style="text-align: right;">Page 74</p> <p>1 MR. PADGETT: I'll object to form.</p> <p>2 BY THE WITNESS:</p> <p>3 A. I'm rereading it.</p> <p>4 BY MR. YOUNG:</p> <p>5 Q. Yeah, and if you want, we can do it -- we</p> <p>6 can do it sentence by sentence.</p> <p>7 So the first sentence is --</p> <p>8 A. Can I -- can I reread it first?</p> <p>9 Q. Sure.</p> <p>10 A. Thanks.</p> <p>11 Okay.</p> <p>12 Q. Okay. So, just after you read it a second</p> <p>13 time, is there any part of that that H.D. Smith</p> <p>14 disagrees with?</p> <p>15 MR. PADGETT: Object to form.</p> <p>16 BY MR. YOUNG:</p> <p>17 Q. We can go sentence by sentence if you'd</p> <p>18 like?</p> <p>19 A. It's not necessarily disagree, just, you</p> <p>20 know, some of the -- you know, when Congress</p> <p>21 envisioned, you know, I -- I don't know what was going</p> <p>22 through Congress's mind back then.</p> <p>23 Q. Okay. Yeah, fair enough.</p> <p>24 Do you have an understanding or belief as</p>	<p style="text-align: right;">Page 76</p> <p>1 as H.D. Smith are registered with the DEA.</p> <p>2 Anyone then that we would sell to, whether</p> <p>3 it be a hospital, pharmacy, doctor, has to be a -- a</p> <p>4 registered -- registered with DEA also to handle</p> <p>5 controlled substances.</p> <p>6 So we can only sell to DEA registrants,</p> <p>7 and that's all recorded. So it -- it keeps the system</p> <p>8 so that there is no introduction of other products,</p> <p>9 there is no -- if -- if -- you know, if there is</p> <p>10 theft, that would be discovered. And then on down to</p> <p>11 where we would sell to, again, a DEA registrant.</p> <p>12 You've got a DE -- DEA registered</p> <p>13 practitioner that would be writing prescriptions</p> <p>14 filled at a DEA pharmacy -- or DEA registered pharmacy</p> <p>15 on until that it is dispensed to a patient, and all of</p> <p>16 that -- all -- all of that is tracked through the</p> <p>17 system in a -- what's considered a closed system.</p> <p>18 Q. Perfect. Thank you.</p> <p>19 I want to turn back to Page 2 of this</p> <p>20 document. It's -- Paragraph 2 says -- it -- it begins</p> <p>21 with "DEA recognizes," and -- and I'm just going to</p> <p>22 read it briefly to -- to get you acquainted with it.</p> <p>23 It's the third sentence.</p> <p>24 "Nonetheless, given the extent of</p>
<p style="text-align: right;">Page 75</p> <p>1 to what, other than described in this letter, what</p> <p>2 Congress may have envisioned distributors doing under</p> <p>3 the Controlled Substances Act?</p> <p>4 In other words, do you have some</p> <p>5 disagreement with the conclusion here or are you just</p> <p>6 unaware?</p> <p>7 A. I don't have any specific disagreement.</p> <p>8 Q. The letter describes the distribution</p> <p>9 chain as a closed system.</p> <p>10 Are you familiar with that phrase?</p> <p>11 A. Yes.</p> <p>12 Q. Can you explain to us what the closed</p> <p>13 system means?</p> <p>14 A. Basically it's a -- closed system is</p> <p>15 from -- you know, DEA sets quotas for manufacturers of</p> <p>16 controlled substances on what they can manufacture.</p> <p>17 The manufacturer then, if -- if you go -- simplify the</p> <p>18 supply chain, sells product to distributors, all of</p> <p>19 that's recorded so that -- so that there is no</p> <p>20 diversion or theft inside that supply chain from</p> <p>21 manufacturer/distributor.</p> <p>22 Same way, and you have to be registered</p> <p>23 with the DEA to handle controlled substances, the</p> <p>24 manufacturers are registered, the DEA distributor such</p>	<p style="text-align: right;">Page 77</p> <p>1 prescription drug abuse in the United States."</p> <p>2 Can you -- can you read that for us?</p> <p>3 A. "Nonetheless, given the extent of</p> <p>4 prescription drug abuse in the United States, along</p> <p>5 with the dangerous and potentially lethal</p> <p>6 consequences" -- "consequences of such abuse, even</p> <p>7 just one distributor that uses its DEA registration to</p> <p>8 facilitate diversion can cause enormous harm."</p> <p>9 Q. Does H.D. Smith agree or disagree with</p> <p>10 that statement?</p> <p>11 MR. PADGETT: Object to form.</p> <p>12 BY THE WITNESS:</p> <p>13 A. Based on circumstances, it could.</p> <p>14 BY MR. YOUNG:</p> <p>15 Q. Is it your testimony that one distributor</p> <p>16 that uses its DEA registration to facilitate diversion</p> <p>17 can cause enorm- -- enormous harm?</p> <p>18 A. Yes.</p> <p>19 Q. The sentence also talks about the extent</p> <p>20 of prescription drug abuse in the United States. I</p> <p>21 know we've kind of talked about this a little bit, but</p> <p>22 does H.D. Smith have reason to dispute that at least</p> <p>23 in 2006 there was a prescription drug abuse problem in</p> <p>24 the United States?</p>

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<p style="text-align: right;">Page 78</p> <p>1 A. I don't dispute that.</p> <p>2 Q. There is another section in here I want to</p> <p>3 draw your attention to, and, again, this is a letter</p> <p>4 that all distributors received from Joe Rannazzisi and</p> <p>5 you previously testified that you received this.</p> <p>6 The third-to-last paragraph -- oh, no.</p> <p>7 You already read that. I'm sorry.</p> <p>8 The -- the third-to-last paragraph which</p> <p>9 is highlighted on your sheet that you previously read,</p> <p>10 I think I've asked this, but does H.D. Smith</p> <p>11 acknowledge that there are additional responsibilities</p> <p>12 of distributors beyond just reporting suspicious</p> <p>13 orders?</p> <p>14 A. You are referring to where it says:</p> <p>15 "Thus, in addition"?</p> <p>16 Q. Yes.</p> <p>17 A. Okay.</p> <p>18 MR. PADGETT: Object to form.</p> <p>19 BY MR. YOUNG:</p> <p>20 Q. So, and -- and -- and I'll break it down,</p> <p>21 this section of the letter actually describes the</p> <p>22 reporting requirement as well as the duty to exercise</p> <p>23 due diligence to avoid filling the order.</p> <p>24 Does H.D. Smith recognize and acknowledge</p>	<p style="text-align: right;">Page 80</p> <p>1 BY THE WITNESS:</p> <p>2 A. The regulation states that you must report</p> <p>3 suspicious orders. There is -- there is not a</p> <p>4 shipping regulation.</p> <p>5 BY MR. YOUNG:</p> <p>6 Q. Okay. So, and I don't want to testify for</p> <p>7 you, I just want to make sure that I get some clarity</p> <p>8 from you on this.</p> <p>9 It is your testimony that there is no</p> <p>10 obligation of a drug distributor to halt a suspicious</p> <p>11 order?</p> <p>12 MR. PADGETT: Object to form.</p> <p>13 BY THE WITNESS:</p> <p>14 A. By regulation there is not. By practice</p> <p>15 and procedure and process, H.D. Smith does not ship</p> <p>16 any orders that we have identified as suspicious.</p> <p>17 BY MR. YOUNG:</p> <p>18 Q. Has it ever done so in the past?</p> <p>19 A. Which time period?</p> <p>20 Q. To your knowledge as a representative of</p> <p>21 H.D. Smith, has H.D. Smith ever shipped an order that</p> <p>22 it identified as suspicious?</p> <p>23 A. Prior to our automated system when we were</p> <p>24 on a manual system, as was industry practice, there</p>
<p style="text-align: right;">Page 79</p> <p>1 that that is a requirement under the rules,</p> <p>2 regulations and laws which govern drug distribution?</p> <p>3 MR. PADGETT: Object to form.</p> <p>4 BY THE WITNESS:</p> <p>5 A. The regulation is -- as written is a</p> <p>6 regulatory responsibility to report suspicious orders.</p> <p>7 BY MR. YOUNG:</p> <p>8 Q. Okay. So does H.D. Smith disagree that</p> <p>9 there is also a responsibility to avoid filling</p> <p>10 suspicious orders?</p> <p>11 MR. PADGETT: Object to form.</p> <p>12 BY THE WITNESS:</p> <p>13 A. My understanding is that the regulation</p> <p>14 refers to reporting suspicious orders. We, as a</p> <p>15 practice, would not fill a suspicious order.</p> <p>16 BY MR. YOUNG:</p> <p>17 Q. So as the chief compliance officer of</p> <p>18 H.D. Smith, it is your testimony today that H.D. Smith</p> <p>19 could, if they so chose, fill a suspicious order?</p> <p>20 MR. PADGETT: Object to form.</p> <p>21 BY MR. YOUNG:</p> <p>22 Q. And not violate the Controlled Substances</p> <p>23 Act?</p> <p>24 MR. PADGETT: Same objection.</p>	<p style="text-align: right;">Page 81</p> <p>1 may have been orders that were reported after the fact</p> <p>2 that had already been shipped.</p> <p>3 Q. And what happens to those orders? So once</p> <p>4 they are sent to a pharmacy and they are later</p> <p>5 identified as suspicious, what, if anything, does</p> <p>6 H.D. Smith do about that?</p> <p>7 MR. PADGETT: Object to form.</p> <p>8 BY THE WITNESS:</p> <p>9 A. At that time -- in that time period?</p> <p>10 BY MR. YOUNG:</p> <p>11 Q. At any time period.</p> <p>12 MR. PADGETT: Object to form.</p> <p>13 BY THE WITNESS:</p> <p>14 A. It has changed throughout the years.</p> <p>15 BY MR. YOUNG:</p> <p>16 Q. So let's begin with your initial or first</p> <p>17 understanding of the way things were at H.D. Smith.</p> <p>18 If H.D. Smith were to ship an order that</p> <p>19 was subsequently identified as suspicious, what is</p> <p>20 your first understanding of what they did with that</p> <p>21 order afterwards or -- or with that pharmacy/customer</p> <p>22 afterwards?</p> <p>23 MR. PADGETT: Object to form.</p> <p>24 BY THE WITNESS:</p>

21 (Pages 78 to 81)

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<p style="text-align: right;">Page 82</p> <p>1 A. You know, our responsibility was to report 2 suspicious orders and by industry practice and -- and 3 at the time and what was expected by DEA, we were 4 complying with what -- what was expected and what was 5 industry practice, which was report the suspicious 6 order and it would have been after the fact at that 7 time prior to the spring of 2008. 8 BY MR. YOUNG: 9 Q. Okay. And what I want to know is did 10 H.D. Smith take any action, and they may not have, I 11 don't know, did they take any action once they 12 recognized that a suspicious order went out the door? 13 MR. PADGETT: Object to form. 14 BY THE WITNESS: 15 A. I'm not sure prior to me coming there. 16 BY MR. YOUNG: 17 Q. How about under your tenure? 18 A. We did investigate those when they were 19 brought to my attention. 20 Q. Is there any ability to retract an order 21 from a pharmacy that was shipped? 22 A. Not to my knowledge. 23 Q. Did you ever make an attempt to contact a 24 pharmacy and explain that you mistakenly shipped an</p>	<p style="text-align: right;">Page 84</p> <p>1 letter, did you do anything with it or did you just 2 read it and file it away? 3 A. We were already addressing the concerns 4 that were in this -- when this letter came. So it's 5 not like it just got filed away. We were already, you 6 know, taking this to our people, to our salespeople at 7 all of our divisions, to our operations people to 8 inform them of things to look for, the things that 9 are -- that are listed on -- on Page 3. We -- we 10 started to put together a -- we started to explore an 11 automated system that we could use to better adhere to 12 our responsibilities. 13 Q. And we'll get into the automated system 14 and whatnot, but I want to know, you know, practically 15 speaking, when you received this letter, I know it was 16 forwarded to you because it wasn't addressed to the -- 17 to you at your -- at your office, after you received 18 this specific letter, what you did with it? So not 19 the information in it, but the letter itself, did you 20 forward it to anyone? 21 A. I could have. 22 Q. You don't recall? 23 A. (Nodding head). 24 Q. Do you know whether or not senior</p>
<p style="text-align: right;">Page 83</p> <p>1 order in excess of what they were entitled to receive? 2 A. At that time, again, we need to talk about 3 time periods, at that time there was no limit or 4 whatever. 5 Q. Going back to this letter, this Rannazzisi 6 letter from September of 2006, what, if anything, did 7 you do with this letter? Did you distribute it, did 8 you condense it to a memo, did you share it with 9 anyone? What did you do with it? 10 A. Prior to this letter coming out, the -- 11 again, I had had a -- this came out in September 2006. 12 I had a meeting with DEA in January of 2006 that 13 discussed much of the information that was in here. 14 This letter is pretty much pertaining to internet-type 15 pharmacies, the same way as the -- the meeting I had 16 with DEA. 17 So we had already acted upon that. We 18 had -- I had developed a presentation. I actually 19 used much of the -- the presentation that DEA had 20 provided me and provided that to our -- our 21 distribution centers, our sales reps, our operations 22 people to better inform them of what to look for 23 regarding internet-type pharmacies. 24 Q. But specifically with regard to this</p>	<p style="text-align: right;">Page 85</p> <p>1 management, so management at a -- at a status or 2 hierarchy above yours received a copy of this letter? 3 A. These letters were -- were shipped to DEA 4 registrants which would have been our -- our 5 warehouses. Our corporate office is not a 6 registered -- a registrant with DEA. They would not 7 have received this. I can't tell you for sure. My 8 assumption is I would have forwarded it to upper 9 management. I can't tell you for sure. 10 Q. Do you recall any specific conversations 11 that you had with senior management about the contents 12 of this letter? 13 And I don't mean your prior meeting with 14 DEA, you mentioned that January meeting, but 15 specifically this letter? 16 A. No. I don't recall. 17 Q. Do you recall whether or not this letter 18 was distilled or condensed in any form for sharing 19 with other people in the compliance department? 20 MR. PADGETT: Object to -- object to form. 21 BY THE WITNESS: 22 A. I don't know what you mean by that 23 question. 24 BY MR. YOUNG:</p>

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<p style="text-align: right;">Page 86</p> <p>1 Q. Were there other people in the compliance 2 department at the time you received this letter? 3 A. I think one. 4 Q. Who was that? 5 A. P.J. VanDermeersch, P.J. Little at the 6 time. 7 Q. Do you know whether P.J. received a copy 8 of this letter either from you or from some other 9 source? 10 A. I'm sure she did. 11 Q. Do you recall discussing the contents of 12 this letter with P.J.? 13 A. I don't. 14 Q. Okay. 15 MR. YOUNG: Now is probably a good time to take 16 a break. I think we've been going a little bit. I 17 don't know if you need to use the restroom, but we'll 18 go off the record. 19 THE VIDEOGRAPHER: We are off the record at 20 10:44 a.m. 21 (WHEREUPON, a recess was had 22 from 10:44 to 10:55 a.m.) 23 THE VIDEOGRAPHER: We are back on the record at 24 10:55 a.m.</p>	<p style="text-align: right;">Page 88</p> <p>1 Q. The other thing I'd ask is: Do you recall 2 what you did with this letter after you received it? 3 Just like we discussed with the prior letter, did this 4 letter receive the same treatment or different 5 treatment as the prior Rannazzisi letter? 6 A. I don't recall exactly what I did with it. 7 Q. There is a highlighted portion of this 8 letter. It begins in Paragraph 3, if I could ask you 9 to read that into the record, please. 10 A. Do you want just the highlighted part? 11 Q. Yes. 12 A. "Filing a" -- "Filing a monthly report of 13 completed transactions (such as, excessive purchase 14 report or high unit purchases) does not meet the 15 regulatory requirement to report suspicious orders." 16 Q. Okay. Does H.D. Smith agree or disagree 17 with that statement? 18 MR. PADGETT: Object to form. 19 BY THE WITNESS: 20 A. You know, this was part of the 21 ever-changing guidance and interpretation by DEA and 22 this was -- I do agree with it, and this was right at 23 the time when we were putting together our automated 24 suspicious order monitoring program, our Controlled</p>
<p style="text-align: right;">Page 87</p> <p>1 BY MR. YOUNG: 2 Q. Mr. Euson, we -- we just took a break and 3 I -- I know that you had a chance to communicate with 4 your counsel. I don't want to know any of the content 5 of what you may have discussed with them, but is there 6 anything that you learned or were instructed that 7 might change your testimony from the prior session 8 that we just had? 9 A. No. 10 Q. So when we just left, we were looking at 11 the Rannazzisi -- what I call Rannazzisi 1, the first 12 letter. And I want to show you what I call 13 Rannazzisi 2, which is another letter from 14 Mr. Rannazzisi. This one is dated December 27th, 15 2007th -- 2007, and I'd just ask you to take a look at 16 that. 17 Just like with regard to the first letter, 18 I'll ask: Do you recall receiving a copy of this 19 letter? 20 A. Yes. 21 Q. Is it your recollection that you received 22 it around the time that it was dated in December 23 of 2007? 24 A. I would assume.</p>	<p style="text-align: right;">Page 89</p> <p>1 Substance Order Monitoring Program, so... 2 BY MR. YOUNG: 3 Q. Did the laws or regulations change over 4 time or the -- the changes that you are talking about 5 are interpretations of the law? 6 MR. PADGETT: Object to form. 7 BY THE WITNESS: 8 A. The laws them -- the laws themselves, the 9 regulation? 10 BY MR. YOUNG: 11 Q. Yes. 12 A. The verbiage did not change. The 13 interpretation and the -- of -- of how that regulation 14 was complied with did change over time. 15 Q. And what did H.D. Smith rely upon to 16 change the way it interpreted those laws? In other 17 words, did you receive something in writing from the 18 DEA which said: This is how you should conduct your 19 program? 20 A. There was a series of events that happened 21 and especially in 2007, we -- there was an industry 22 conference in September that year in which a DEA 23 representative gave a presentation on expectations of 24 compliance with the regulation.</p>

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<p style="text-align: right;">Page 90</p> <p>1 At that meeting I was invited to come up 2 to DEA headquarters in October of 2007 to discuss 3 H.D. Smith developing an automated system and we met 4 with DEA headquarters in October of that year and we 5 began -- we -- we had started to develop an automated 6 system but it wasn't -- we could never get it to work 7 right. 8 We revamped it after that meeting and -- 9 and after -- during that presentation and in 10 September, DEA and a -- a person with A -- 11 AmerisourceBergen put on a -- a joint discussion on 12 order monitoring, and so we tried to fashion our order 13 monitoring system to make it similar to 14 AmerisourceBergen's and I had constant contact with 15 DEA headquarters, Kyle Wright with the DEA, as we were 16 developing it. 17 So I'm not sure exactly if this was your 18 question, but this is where I'm going with it, so, you 19 know, by -- from October to -- to April or March we 20 were developing our system to -- to role out our 21 automated system to better comply with the new 22 interpretation or -- of -- of the regulation. 23 Q. And is it your position today that 24 H.D. Smith was not obligated to comply with the letter</p>	<p style="text-align: right;">Page 92</p> <p>1 was industry standard, and we were in compliance with 2 what we believed was DEA's expectation of complying 3 with that regulation. 4 BY MR. YOUNG: 5 Q. Okay. But that was not technically in 6 compliance with the law as it was written, is that 7 true? 8 MR. PADGETT: Object to form. 9 BY THE WITNESS: 10 A. We believe we were in compliance with the 11 regulation. 12 BY MR. YOUNG: 13 Q. And what was the basis for that belief? 14 Did the DEA send you a letter blessing or sanctioning 15 your program? 16 A. DEA will not do that. 17 Q. Did you rely upon the advice of outside 18 counsel to lead you to conclude that your system was 19 in compliance with the law? 20 MR. PADGETT: Ob- -- object to form. 21 I'll instruct you not to answer any 22 attorney/client communications. 23 MR. YOUNG: On the development of CSOMP? 24 MR. PADGETT: Excuse me?</p>
<p style="text-align: right;">Page 91</p> <p>1 of the law prior to the rollout of the automated 2 system because of direction -- directives from the 3 DEA? 4 MR. PADGETT: Object to form. 5 BY THE WITNESS: 6 A. Our obligation was to comply with the 7 regulation, and based on industry standard and the 8 interpretation and with working with DEA at the time 9 before our automated system, we believed we were 10 complying with the regulation of reporting orders when 11 discovered. 12 BY MR. YOUNG: 13 Q. So the -- prior to the implementation of 14 your automated system, and that's under the manual 15 system that -- that you described earlier, the manual 16 system did not meet the requirements that are 17 enunciated in the Rannazzisi '07 letter, did they? 18 A. We reported suspicious -- 19 MR. PADGETT: Object to form. 20 Go ahead. 21 BY THE WITNESS: 22 A. We reported orders that we -- that our 23 operations managers deemed as potentially suspicious 24 to DEA after the fact, after they had been shipped, as</p>	<p style="text-align: right;">Page 93</p> <p>1 MR. YOUNG: On the development of the suspicious 2 order monitoring system? 3 MR. PADGETT: That wasn't your question. 4 BY MR. YOUNG: 5 Q. Did your system -- the automated system 6 that you developed, were you under the impression that 7 the automated system, which we'll talk about shortly, 8 that that was in compliance with the letter of the law 9 of the Controlled Substances Act? 10 MR. PADGETT: Object to form. 11 BY THE WITNESS: 12 A. Regarding the section on -- on reporting 13 suspicious orders? 14 BY MR. YOUNG: 15 Q. On any and every section of the Controlled 16 Substances Act, was your automated system in 17 compliance with that? 18 MR. PADGETT: Object to form. 19 BY THE WITNESS: 20 A. We believed it was. 21 BY MR. YOUNG: 22 Q. Now, you -- you seemed to hesitate that 23 you believed that it was. Is it -- is it 100 percent 24 that it was in compliance or are you unclear as to</p>

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<p style="text-align: right;">Page 94</p> <p>1 whether or not it was in compliance?</p> <p>2 MR. PADGETT: Object to form.</p> <p>3 BY THE WITNESS:</p> <p>4 A. I'm not unclear. My -- we believed that</p> <p>5 we were in compliance. We developed that automated</p> <p>6 system to somewhat mirror AmerisourceBergen's system</p> <p>7 that -- DEA won't bless or -- or say that any</p> <p>8 system -- there is -- there is no definition of a</p> <p>9 system that is authorized or -- or blessed by DEA.</p> <p>10 You know, I knew that DEA was involved with the</p> <p>11 development of AmerisourceBergen's. And then when we</p> <p>12 met with DEA at headquarters in October of 2007, I was</p> <p>13 in constant communication with DEA headquarters, Kyle</p> <p>14 Wright specifically at DEA headquarters, letting him</p> <p>15 know all along the way how we were developing that</p> <p>16 system. Would he give a blessing on it and say</p> <p>17 that's -- that's exactly what they want? No, they</p> <p>18 won't do that. So our belief, my belief is that we</p> <p>19 were in compliance with the regulation.</p> <p>20 BY MR. YOUNG:</p> <p>21 Q. Did anyone give you an opinion, a</p> <p>22 regulatory opinion, a -- a government opinion about</p> <p>23 whether or not your system was in compliance with the</p> <p>24 CSA entirely?</p>	<p style="text-align: right;">Page 96</p> <p>1 BY THE WITNESS:</p> <p>2 A. The requirement is to report suspicious</p> <p>3 orders and the requirement is for us to maintain</p> <p>4 effective controls against diversion.</p> <p>5 BY MR. YOUNG:</p> <p>6 Q. Okay. That's not my question.</p> <p>7 My question is: This sentence that is in</p> <p>8 the Rannazzisi letter to all registrants, does</p> <p>9 H.D. Smith agree that this is a requirement or does it</p> <p>10 disagree that that's a requirement?</p> <p>11 MR. PADGETT: Same objection.</p> <p>12 BY MR. YOUNG:</p> <p>13 Q. And I would focus your attention on the</p> <p>14 temporal aspect, the "prior to completing a sale"</p> <p>15 provision.</p> <p>16 MR. PADGETT: Object to form.</p> <p>17 BY THE WITNESS:</p> <p>18 A. I -- I think that -- can you reword that</p> <p>19 question, because I --</p> <p>20 BY MR. YOUNG:</p> <p>21 Q. Sure.</p> <p>22 A. This -- you know, there is also, you know,</p> <p>23 analysis of suspicious orders prior to completion of</p> <p>24 sales. You -- I need a little bit more context and a</p>
<p style="text-align: right;">Page 95</p> <p>1 A. No, but we also -- numerous cyclical</p> <p>2 inspections by DEA at all of our distribution centers</p> <p>3 and there was never anything brought up that our</p> <p>4 system was out of compliance.</p> <p>5 Q. There is another highlighted section in</p> <p>6 this letter. It's a -- just a part of a sentence I'd</p> <p>7 just like you to read. It says -- it begins with:</p> <p>8 "Registrants must conduct."</p> <p>9 Can you read that into the record?</p> <p>10 A. Just the highlighted part --</p> <p>11 Q. No, the whole sentence.</p> <p>12 A. -- out of context?</p> <p>13 Q. That sentence.</p> <p>14 A. Pardon me?</p> <p>15 Q. That sentence: "Registrants must</p> <p>16 conduct."</p> <p>17 A. "Registrants must conduct an independent</p> <p>18 analysis of suspicious orders prior to completing a</p> <p>19 sale to determine whether the controlled substances</p> <p>20 are likely to be diverted from legitimate channels."</p> <p>21 Q. Okay. So do you agree or disagree that</p> <p>22 that is a requirement under the Controlled Substances</p> <p>23 Act?</p> <p>24 MR. PADGETT: Object to form.</p>	<p style="text-align: right;">Page 97</p> <p>1 little bit more definition of exactly what you are</p> <p>2 looking for.</p> <p>3 Q. So, as the chief compliance officer of</p> <p>4 H.D. Smith, as the corporate designee of H.D. Smith,</p> <p>5 what I would like to know is whether or not H.D. Smith</p> <p>6 views that sentence as a regulatory requirement that</p> <p>7 it is currently and historically complying with or</p> <p>8 not? If it dis -- if you disagree with it, that's</p> <p>9 fine, but I want to know whether or not you have been</p> <p>10 and are in compliance with that requirement,</p> <p>11 conducting an independent analysis of suspicious</p> <p>12 orders prior to completing a sale?</p> <p>13 A. You --</p> <p>14 MR. PADGETT: Object to -- object to -- object</p> <p>15 to form and scope.</p> <p>16 BY THE WITNESS:</p> <p>17 A. This -- this letter is not law and it is</p> <p>18 not regulation. We comply with the regulation</p> <p>19 regarding reporting suspicious orders and we comply</p> <p>20 with the regulation of maintaining effective controls</p> <p>21 against diversion.</p> <p>22 BY MR. YOUNG:</p> <p>23 Q. And -- and -- and I appreciate your</p> <p>24 testimony that this letter is not the law. I just</p>






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<p style="text-align: right;">Page 98</p> <p>1 want to know whether or not you disagree with the</p> <p>2 statement.</p> <p>3 Do you disagree that registrants must</p> <p>4 conduct an independent analysis of suspicious orders</p> <p>5 prior to completing a sale?</p> <p>6 MR. PADGETT: Object to form.</p> <p>7 BY THE WITNESS:</p> <p>8 A. I -- I don't know what else to tell you,</p> <p>9 we -- we comply with the law as written and we</p> <p>10 consider these guidance documents.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. Okay. So is this a guidance document that</p> <p>13 H.D. Smith relies upon in interpreting and executing</p> <p>14 its responsibilities under the Controlled Substances</p> <p>15 Act?</p> <p>16 A. We do analyze orders and if we discover a</p> <p>17 suspicious order we report it and we also do</p> <p>18 independent investigation on those orders.</p> <p>19 Q. Okay. So H.D. Smith then conducts an</p> <p>20 independent analysis of suspicious orders prior to</p> <p>21 completing sales?</p> <p>22 A. What time period?</p> <p>23 Q. Let's start in 2008. Did it -- did it do</p> <p>24 that in 2008?</p>	<p style="text-align: right;">Page 100</p> <p>1 monthly report of completed transactions, or was it</p> <p>2 something different?</p> <p>3 A. Yeah, we are -- our operations managers at</p> <p>4 the time prior to our automated system would go</p> <p>5 through monthly reports at the end of the month and if</p> <p>6 they deemed that there was a pos -- a potential</p> <p>7 suspicious order, they would report that to DEA. It</p> <p>8 was after the fact. And then this letter was a</p> <p>9 guidance letter saying that we are not doing that</p> <p>10 anymore, now we are doing it before the sale.</p> <p>11 Q. And -- and that's real -- really what I</p> <p>12 wanted to know is whether or not this letter was the</p> <p>13 initial indication to H.D. Smith that what it was</p> <p>14 doing was not sufficient.</p> <p>15 Is this the first instance when H.D. Smith</p> <p>16 learned of that?</p> <p>17 A. I wouldn't class -- I wouldn't say that it</p> <p>18 was insufficient. That was the industry standard and</p> <p>19 that was the expectation at the time. When I had the</p> <p>20 discussion with DEA, with our industry -- the industry</p> <p>21 meeting in September 2007, it was brought to people's</p> <p>22 attention at that conference, which is for</p> <p>23 distributors.</p> <p>24 My individual meeting with DEA in October</p>
<p style="text-align: right;">Page 99</p> <p>1 A. Once we had our automated system up, yes,</p> <p>2 it was prior to the sale.</p> <p>3 Q. Okay. So prior to the implementation of</p> <p>4 the automated system, it did not do this, H.D. Smith</p> <p>5 did not do an independent analysis of suspicious</p> <p>6 orders prior to completing sales.</p> <p>7 Is that your testimony?</p> <p>8 MR. PADGETT: Object to form.</p> <p>9 BY THE WITNESS:</p> <p>10 A. With our -- with our manual system, there</p> <p>11 were times when orders were discovered prior to sale</p> <p>12 that were considered suspicious and reported and there</p> <p>13 were times it was after the sale at the end of the</p> <p>14 month when our operations managers went through prior</p> <p>15 sales and reported them as potential suspicious</p> <p>16 orders, but they were shipped out, it was after the</p> <p>17 fact.</p> <p>18 BY MR. YOUNG:</p> <p>19 Q. So this letter, the part which you</p> <p>20 initially read, filing a monthly report of completed</p> <p>21 transactions does not meet the regulatory requirement</p> <p>22 to report suspicious orders, is that a -- an accurate</p> <p>23 depiction of what H.D. Smith did prior to</p> <p>24 implementation of its automated system, the filing a</p>	<p style="text-align: right;">Page 101</p> <p>1 of 2007, they also brought it up before this letter,</p> <p>2 and that's when we started working diligently on our</p> <p>3 automated system so that we could comply with the new</p> <p>4 interpretation and expectation of DEA.</p> <p>5 Q. Okay. So what was the first instance -- I</p> <p>6 think you mentioned three different points in time</p> <p>7 there.</p> <p>8 What was the first instance in which</p> <p>9 H.D. Smith became aware that filing monthly reports</p> <p>10 after the fact does not meet the regulatory</p> <p>11 requirements?</p> <p>12 MR. PADGETT: Object to the form.</p> <p>13 BY MR. YOUNG:</p> <p>14 Q. It might have been a phone call, it may</p> <p>15 have been an e-mail, it may have been a letter.</p> <p>16 A. It was sometime at the end of 2007.</p> <p>17 Q. Do you recall what it was, was it a</p> <p>18 letter?</p> <p>19 A. I -- I don't specifically recall. It</p> <p>20 was -- you know, we talked about it at our meeting</p> <p>21 that we had in October and that's when we were going</p> <p>22 to develop our system. That's not something you can</p> <p>23 develop overnight, and DEA was well aware of that and</p> <p>24 knew that it would be springtime before we were able</p>

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<p style="text-align: right;">Page 102</p> <p>1 to get our automated system up and running to comply</p> <p>2 with the expectations, their expectations and the</p> <p>3 expectations of this letter, because that was not the</p> <p>4 industry standard and the expectation up to this</p> <p>5 point.</p> <p>6 Q. The Rannazzisi letter also references on</p> <p>7 Page 2, I believe -- I think it is Page 2, yes. On</p> <p>8 the last paragraph it mentions a case. And it says:</p> <p>9 "I refer you to the recent final order</p> <p>10 issued by the Deputy Administrator, DEA, in the matter</p> <p>11 of Southwood Pharmaceuticals," and it gives a -- a</p> <p>12 case citation.</p> <p>13 Did you ever review the final order issued</p> <p>14 by the DEA in the Southwood Pharmaceuticals case?</p> <p>15 A. Yes.</p> <p>16 Q. What did you conclude after reviewing that</p> <p>17 final order?</p> <p>18 A. It has been a while since I read</p> <p>19 Southwood, but my recollection is that it had to do</p> <p>20 mainly with they were supplying internet pharmacies</p> <p>21 with a lot of hydrocodone, if I recall correctly, and</p> <p>22 they were not reporting those orders to DEA, and</p> <p>23 consistently sold them even after they had been warned</p> <p>24 by DEA. That's my general recollection of it, so...</p>	<p style="text-align: right;">Page 104</p> <p>1 Q. Did you have concerns about being in</p> <p>2 violation of the CSA after reading the Southwood case?</p> <p>3 A. Not that I believe, no.</p> <p>4 Q. Was H.D. Smith of the belief that once it</p> <p>5 implemented its automated system that it would be in</p> <p>6 compliance with the DEA's expectations and</p> <p>7 interpretations of the CSA?</p> <p>8 A. Yes.</p> <p>9 Q. So prior to implementation of that, for</p> <p>10 the time period between when you first learned that</p> <p>11 you were not sufficiently complying with the letter of</p> <p>12 the law until you implemented the automated system,</p> <p>13 for that period of time isn't it true that you were in</p> <p>14 violation of the CSA?</p> <p>15 MR. PADGETT: Object to form.</p> <p>16 BY THE WITNESS:</p> <p>17 A. I don't believe so.</p> <p>18 BY MR. YOUNG:</p> <p>19 Q. Why not?</p> <p>20 A. The DEA knew what we were doing, we had</p> <p>21 done some beta testing, we were trying to look at</p> <p>22 orders, we were reporting some when discovered, even</p> <p>23 though they may have been after the fact, but, you</p> <p>24 know, until we had our automated system up and</p>
<p style="text-align: right;">Page 103</p> <p>1 Q. Did -- did you only review the Southwood</p> <p>2 Pharmaceuticals final order because of this Rannazzisi</p> <p>3 letter or were you otherwise aware of it?</p> <p>4 A. I don't know exactly when I was aware of</p> <p>5 this. I think this final ruling, it looks like it was</p> <p>6 in 2007, so I don't know when that came out.</p> <p>7 Q. Did you do anything with the Southwood</p> <p>8 Pharmaceuticals final order that you reviewed, did you</p> <p>9 share it with anyone at H.D. Smith?</p> <p>10 A. I don't know if I exactly -- I -- I don't</p> <p>11 recall if I shared the actual ruling, but it was -- it</p> <p>12 was discussed at -- in compliance meetings and such</p> <p>13 that we would have had with -- with the divisions. We</p> <p>14 did annual compliance trainings with our sales reps</p> <p>15 and our divisions. And I know it was part of -- part</p> <p>16 of a PowerPoint that I would have had that -- that --</p> <p>17 and I would have explained the gist of the Southwood</p> <p>18 ruling, that they had their registration revoked due</p> <p>19 to internet sales.</p> <p>20 Q. Did they -- did H.D. Smith senior</p> <p>21 management express any concerns to you about being in</p> <p>22 violation of the CSA after learning about the</p> <p>23 Southwood Pharmaceuticals final order?</p> <p>24 A. No.</p>	<p style="text-align: right;">Page 105</p> <p>1 running, you know, and we -- we did not have the</p> <p>2 ability to do that as far as the prior to sale.</p> <p>3 Q. So am I to understand that H.D. Smith's</p> <p>4 inability to comply with the law somehow made it okay?</p> <p>5 A. That's not what I'm saying.</p> <p>6 Q. Okay.</p> <p>7 A. I'm saying that we --</p> <p>8 MR. PADGETT: I'll object to form.</p> <p>9 Go ahead.</p> <p>10 BY THE WITNESS:</p> <p>11 A. We believed that we were in compliance</p> <p>12 with the law and the expectation from DEA in the way</p> <p>13 we were operating and we were never told anything</p> <p>14 differently. We had numerous dealings with DEA, we</p> <p>15 had numerous inspections by DEA, and nothing was</p> <p>16 brought up that we were in violation of -- of the --</p> <p>17 of this regulation.</p> <p>18 There were many pharmacies that we had</p> <p>19 reported that we do our due diligence where we can</p> <p>20 stop selling controlled substances to them and still</p> <p>21 nothing was ever mentioned that we were in violation</p> <p>22 of the regulation. And we did not believe that we</p> <p>23 were.</p> <p>24 BY MR. YOUNG:</p>

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<p style="text-align: right;">Page 106</p> <p>1 Q. I'm going to show you what's been marked</p> <p>2 as Euson Deposition Exhibit 7. This is a DEA report</p> <p>3 of investigation of July 13th, 2006. It is of a</p> <p>4 Paragould Pharmacy, Semo Drugs of Kennett, SafeScript</p> <p>5 Pharmacy and Max Care Pharmacy.</p> <p>6 Does that report look familiar to you?</p> <p>7 Have you seen that before?</p> <p>8 A. I have never seen it.</p> <p>9 Q. Is this the type of report that you would</p> <p>10 receive a copy of?</p> <p>11 A. It looks like an internal DEA report. We</p> <p>12 would not -- I have never seen this, nor have I seen a</p> <p>13 report similar to this.</p> <p>14 Q. This -- this report references -- where is</p> <p>15 this name -- you have never seen this exhibit before.</p> <p>16 So have you ever seen this type of report</p> <p>17 before?</p> <p>18 A. I have not.</p> <p>19 Q. Do you know who Scott Garriott is?</p> <p>20 A. Yes.</p> <p>21 Q. How do you know Scott Garriott?</p> <p>22 A. He is a diversion investigator that -- out</p> <p>23 of the Springfield field office, Springfield,</p> <p>24 Illinois.</p>	<p style="text-align: right;">Page 108</p> <p>1 DEA is referring to.</p> <p>2 A. Okay.</p> <p>3 </p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16 reporting of suspicious orders to the DEA at the -- at</p> <p>17 the time that this report was received by the DEA?</p> <p>18 A. Our operation managers would report to the</p> <p>19 field office in -- in their area, so in -- in this</p> <p>20 case it's -- it's our Springfield, Illinois</p> <p>21 distribution center. So our operations manager would</p> <p>22 have reported to Scott Garriott who is the diversion</p> <p>23 investigator in the field office. So looking at this</p> <p>24 report, I -- I -- I don't know what to tell you about</p>
<p style="text-align: right;">Page 107</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10 Q. Okay. I'm going to show you an</p> <p>11 investigative -- you've probably never seen any of</p> <p>12 these reports, but I'm going to show you the next one</p> <p>13 which is a similar report. That is Exhibit 8. And it</p> <p>14 is also involving the same entities.</p> <p>15 In this report it suggests on it that</p> <p>16 H.D. Smith submitted a suspicious order analysis</p> <p>17 report for the month of April 2006.</p> <p>18 </p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24 Q. Okay. That might just be the phrase that</p>	<p style="text-align: right;">Page 109</p> <p>1 it. I mean --</p> <p>2 Q. You have no -- no recollection about this?</p> <p>3 A. No.</p> <p>4 Q. Okay.</p> <p>5 A. You know, as time went on, we had our</p> <p>6 operations managers send us reports any time they had</p> <p>7 contact with regulatory agencies, whether it was</p> <p>8 sending us a suspicious order or not. I don't know if</p> <p>9 </p> <p>10</p> <p>11 Q. But earlier you referred to a manual</p> <p>12 system and then the automated system.</p> <p>13 This would have been during the manual</p> <p>14 system at H.D. Smith?</p> <p>15 A. Yes, sir.</p> <p>16 Q. And at some point in time H.D. Smith</p> <p>17 changed its reporting of suspicious orders from the</p> <p>18 operations managers that you just described, is that</p> <p>19 right?</p> <p>20 A. Yes.</p> <p>21 </p> <p>22</p> <p>23</p> <p>24</p>

28 (Pages 106 to 109)

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<p style="text-align: right;">Page 110</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 Q. And were you always reporting to the same</p> <p>4 person at the DEA or was it -- was it a different</p> <p>5 person each time or how did that work?</p> <p>6 A. We were under instructions -- the CFR, the</p> <p>7 regulation says to report to the field office where</p> <p>8 the -- your distribution center is located. We were</p> <p>9 under instructions by DEA headquarters after we had</p> <p>10 gone up there in October of 2007 to report directly to</p> <p>11 headquarters. And there were -- there was -- there</p> <p>12 were several different people that we would have</p> <p>13 reported to, basic -- you know, based on who was in</p> <p>14 what position at the time, whoever we were told to</p> <p>15 send it to, but it was to DEA headquarters for a time.</p> <p>16 Q. And how were these submitted, were these</p> <p>17 faxed, mailed, e-mailed?</p> <p>18 A. E-mail.</p> <p>19 Q. Was there a time when you were faxing</p> <p>20 suspicious orders to the DEA?</p> <p>21 A. I'm an -- I -- I don't know.</p> <p>22 Q. Okay.</p> <p>23 A. I'm assuming that before -- before -- in</p> <p>24 2008 when we had our automated system it was e-mail.</p>	<p style="text-align: right;">Page 112</p> <p>1 on the exhibit's date.</p> <p>2 You may answer.</p> <p>3 BY THE WITNESS:</p> <p>4 A. Well, Danny Avila was in Florida, so --</p> <p>5 and I think that's Agent Barnes -- or so it would be a</p> <p>6 Diversion Investigator Barnes, and I -- if it's the</p> <p>7 same person, I know her, but I -- I don't -- without a</p> <p>8 first name, I know Barnes is kind of a common name,</p> <p>9 so...</p> <p>10 BY MR. YOUNG:</p> <p>11 Q. Okay. Danny Avila in the -- in the e-mail</p> <p>12 says in his last sentence:</p> <p>13 "These orders would not be caught by the</p> <p>14 suspicious order utility since they were keyed</p> <p>15 in-house (is my understanding)."</p> <p>16 Do you understand what Danny is referring</p> <p>17 to there? I understand this is before your tenure,</p> <p>18 but I just want to know whether you are familiar?</p> <p>19 MR. PADGETT: Let the record reflect a</p> <p>20 continuing objection based on scope, date of the</p> <p>21 exhibit.</p> <p>22 BY THE WITNESS:</p> <p>23 A. I do not know what that is.</p> <p>24 BY MR. YOUNG:</p>
<p style="text-align: right;">Page 111</p> <p>1 I don't know how they were submitted by the divisions</p> <p>2 prior to that.</p> <p>3 Q. Was there a protocol under the manual -- a</p> <p>4 policy, a procedure or protocol under the manual</p> <p>5 system which required internal copies of those reports</p> <p>6 to anyone else? I know you mentioned you didn't</p> <p>7 receive them, but did anyone else receive them?</p> <p>8 A. Not that I'm aware of.</p> <p>9 Q. Okay. I'm going to show you a one-page,</p> <p>10 Exhibit 14, so skipping over quite a few since -- just</p> <p>11 take a look at that.</p> <p>12 Have you seen this e-mail before?</p> <p>13 A. This would have been before my time at</p> <p>14 H.D. Smith, so I have not seen this before.</p> <p>15 Q. Okay. I didn't know if -- if maybe your</p> <p>16 counsel had provided it to you or if you've seen it</p> <p>17 just in the course of business.</p> <p>18 Okay. Do you recognize the -- the</p> <p>19 original sender of this e-mail, Danny Avila, Avila?</p> <p>20 A. Yes.</p> <p>21 Q. Do you recognize an Agent Barnes, it says:</p> <p>22 "We called Agent Barnes from our local DEA office."</p> <p>23 Do you know who that is?</p> <p>24 MR. PADGETT: I'm going to object to scope based</p>	<p style="text-align: right;">Page 113</p> <p>1 Q. Okay.</p> <p>2 The phrase "suspicious order utility,"</p> <p>3 does that mean anything to H.D. Smith? Does that have</p> <p>4 a particular meaning?</p> <p>5 A. I -- I don't know what that is. I have</p> <p>6 never heard that term.</p> <p>7 Q. Okay.</p> <p>8 The top part of the e-mail which is the --</p> <p>9 I know the -- the headings are, I guess, cut off, this</p> <p>10 is just how it was produced to us, but it is from an</p> <p>11 Angelo Grande.</p> <p>12 Do you know Angelo Grande?</p> <p>13 A. Yes.</p> <p>14 Q. Who is Angelo Grande?</p> <p>15 A. Currently he is in charge of our Valley</p> <p>16 Wholesale division in Stockton, California. Prior to</p> <p>17 that he was vice president division manager of our</p> <p>18 Carson, California division, which before that was in</p> <p>19 Inglewood. And it was a -- an acquisition. So he</p> <p>20 came from an acquisition. I believe it was Barnes</p> <p>21 Wholesale that was acquired before my time.</p> <p>22 Q. Okay. The second sentence of Angelo's</p> <p>23 response to Danny is:</p> <p>24 "You are correct. It's my understanding</p>

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<p style="text-align: right;">Page 114</p> <p>1 also that all keyed items are excluded from the</p> <p>2 reporting utility and those items are reviewed</p> <p>3 manually with a report that is generated from the</p> <p>4 AS400, showing control drugs sales history by item,</p> <p>5 date, and by customer."</p> <p>6 Do you know what he is referring to there</p> <p>7 by the AS400?</p> <p>8 A. Let me read this through real quick.</p> <p>9 Q. Sure.</p> <p>10 A. I -- I don't know what he is talking</p> <p>11 about. I mean, I know what the AS400, that was our</p> <p>12 sys -- that was our, I don't know what you call it,</p> <p>13 our system, computer system, software companywide at</p> <p>14 the time.</p> <p>15 Q. Who would be the --</p> <p>16 A. I can't -- I can only speculate what it</p> <p>17 is. I don't know what it is.</p> <p>18 Q. Okay. Who would be the person who would</p> <p>19 have the most knowledge about the AS400's suspicious</p> <p>20 order utility?</p> <p>21 MR. PADGETT: Object to form.</p> <p>22 BY THE WITNESS:</p> <p>23 A. I would have no idea. I don't think -- we</p> <p>24 haven't used AS400 since 2013, and I doubt there is</p>	<p style="text-align: right;">Page 116</p> <p>1 role in the compliance function of H.D. Smith at the</p> <p>2 time of this e-mail?</p> <p>3 A. I don't know what his function was at this</p> <p>4 time.</p> <p>5 Q. Do you know whether or not Dale Smith,</p> <p>6 Junior ever authored any compliance-related policies</p> <p>7 or procedures for H.D. Smith?</p> <p>8 A. I believe there is one policy regarding</p> <p>9 orders.</p> <p>10 Q. That was authored by Dale Smith, Junior?</p> <p>11 A. Yes.</p> <p>12 Q. Do you know whether Chris Smith had any</p> <p>13 role or involvement in authoring any policies or</p> <p>14 procedures relating to compliance functions?</p> <p>15 A. Not that I'm aware of.</p> <p>16 Q. If we were to try to seek through your</p> <p>17 information technology the either report or data</p> <p>18 attendant to the report that's referenced here, who</p> <p>19 would we be best to talk to about that? And you may</p> <p>20 not know. I just --</p> <p>21 A. I -- I can only speculate. Rob Kash- --</p> <p>22 MR. PADGETT: Let me reiterate my continued</p> <p>23 objection.</p> <p>24 BY THE WITNESS:</p>
<p style="text-align: right;">Page 115</p> <p>1 anyone at H.D. Smith around anymore that would have</p> <p>2 any expertise in it.</p> <p>3 BY MR. YOUNG:</p> <p>4 Q. Who was in charge of compliance at the</p> <p>5 time of this e-mail?</p> <p>6 A. Each -- each division was in charge of</p> <p>7 their own compliance.</p> <p>8 Q. There was no central compliance function</p> <p>9 in headquarters?</p> <p>10 A. Not that I'm aware of. I was first.</p> <p>11 Q. Did -- I noticed that Dale Smith and Chris</p> <p>12 Smith are both copied on Danny's original e-mail.</p> <p>13 Why would they -- I'm sorry. They are not</p> <p>14 copied, they are actually direct addressees.</p> <p>15 Who on -- why would they be included in a</p> <p>16 compliance e-mail like this?</p> <p>17 A. I have no idea.</p> <p>18 MR. PADGETT: Object to form.</p> <p>19 BY MR. YOUNG:</p> <p>20 Q. Did Dale Smith, Junior have any -- I</p> <p>21 assume this is Dale Smith, Junior in this e-mail, is</p> <p>22 that your opinion?</p> <p>23 A. It would be my opinion.</p> <p>24 Q. Yeah. Did Dale Smith, Junior have any</p>	<p style="text-align: right;">Page 117</p> <p>1 A. Rob Kashmer was the head of our IT at one</p> <p>2 time. I don't know if at this time.</p> <p>3 BY MR. YOUNG:</p> <p>4 Q. Okay.</p> <p>5 The last sentence, and, again, I realize</p> <p>6 this is before your -- your tenure with the company,</p> <p>7 but the last sentence of Angelo's response is, and</p> <p>8 I'll -- and I'll read it:</p> <p>9 "It's my understanding that this</p> <p>10 monitoring requirement is all a matter of alerting and</p> <p>11 assisting the DEA with abusers even though they are</p> <p>12 already getting some of that data on a regular basis</p> <p>13 through ARCOS."</p> <p>14 What's the -- what is the reference to</p> <p>15 ARCOS there, what does that mean?</p> <p>16 A. We report ARCOS data to DEA on a -- a</p> <p>17 monthly basis through all of our distribution centers.</p> <p>18 It is all of our C-II's and C-III narcotic products</p> <p>19 that are either purchased -- you know, either we</p> <p>20 receive in or we distribute out. It is part of the</p> <p>21 closed loop system.</p> <p>22 Q. And the date of this e-mail is</p> <p>23 October 5th, 2005.</p> <p>24 Have there been any changes since the date</p>

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<p style="text-align: right;">Page 118</p> <p>1 of this e-mail with regard to the way H.D. Smith 2 reports to the DEA on the ARCOS system? 3 A. We -- we have central reporting now 4 through my office, through the corporate office. 5 Q. Was that part of the automated system that 6 you've earlier described or is that something 7 different? 8 A. No. It's -- it's separate. 9 Q. Okay. 10 I will now show you Plaintiff's Exhibit 15 11 with three highlighted sections on it. Take your 12 time. I think that this is the -- the policy that you 13 just referenced which was authored by Dale Smith, 14 Junior, but I want to -- want to hear from you, so 15 take a minute to familiarize yourself with it. 16 A. This was the one I was referencing. 17 Q. Okay. Was this the policy for controlled 18 substance monitoring that was in place at the time you 19 joined H.D. Smith? 20 A. Yes. 21 Q. I understand that this was written before 22 you got there, but have you since getting there 23 learned when this policy was authored? I think 24 it's -- it's not dated.</p>	<p style="text-align: right;">Page 120</p> <p>1 Exhibit 15 describes an operations manager as the 2 controlled substances coordinator. 3 When did that definition or assignment to 4 the operations manager end, do you know the particular 5 date? 6 A. It would have been when we rolled out 7 our -- our automated system which was rolled out 8 throughout the spring of 2008 to our various 9 distribution centers. 10 Q. This policy references what I would call 11 paraphrasing of the regulations, and I'd just -- I'd 12 like you to read that first paragraph that's 13 highlighted there, "The monthly review"? 14 A. Read it? 15 Q. Yes. 16 A. "The monthly review will consist of 17 comparing previous orders to determine frequency of 18 ordering, size of orders on specific products and 19 deviation from typical purchasing patterns. 20 Evaluations will be made from these reports to 21 determine if account should be brought to DEA's 22 attention." 23 Q. So this was the policy that was in place 24 at the time you began at H.D. Smith, right?</p>
<p style="text-align: right;">Page 119</p> <p>1 A. I have no idea. 2 Q. Do you know how long it was in place when 3 you got there? 4 A. I do not. 5 Q. When you were hired at H.D. Smith, was 6 part of your responsibility to take ownership over the 7 policies and procedures relating to controlled 8 substance monitoring? 9 A. When I was first hired? 10 Q. Yes. 11 A. No. 12 Q. So when you were first hired with 13 H.D. Smith, you had no responsibility relating to 14 controlled substance monitoring policies and 15 procedures? 16 A. It was -- it was an evolution. 17 Q. Am I to understand your -- your initial 18 focus was on security more than controlled substance 19 monitoring? 20 A. Originally my title was director of 21 security. It morphed into director of security and 22 compliance. By it was more of, yeah, security-related 23 audits of facilities. 24 Q. The policy that's contained within</p>	<p style="text-align: right;">Page 121</p> <p>1 A. Yes. 2 Q. Is H.D. Smith of the opinion that this 3 policy complied or failed to comply with the 4 Controlled Substances Act as of 2005? 5 A. Ask me that question again. 6 Q. Did -- did the -- this policy, the 7 controlled substance monitoring policy, did this meet 8 the requirements of the CSA or did it fail to meet 9 those requirements? 10 A. We be -- 11 MR. PADGETT: Object to form. 12 BY THE WITNESS: 13 A. We believe that it did. 14 BY MR. YOUNG: 15 Q. And I just want to reference back to your 16 earlier testimony. 17 Do you mean to say that you believe that 18 it met the requirements as interpreted by the DEA or 19 under the letter of the law? 20 MR. PADGETT: Object form. 21 BY THE WITNESS: 22 A. Both. We were reporting orders when they 23 were discovered. At this point it was discovered 24 during the monthly reviews.</p>


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<p style="text-align: right;">Page 122</p> <p>1 BY MR. YOUNG:</p> <p>2 Q. What's a -- a picker? This policy</p> <p>3 references experienced pickers.</p> <p>4 What's the -- I don't know if that's a</p> <p>5 term of art, or what H.D. Smith...?</p> <p>6 A. In a -- in a warehouse environment, it is</p> <p>7 the actual people that go to get the product for the</p> <p>8 order.</p> <p>9 So in a -- in a work -- in a</p> <p>10 pharmaceutical warehouse, Schedule II products are</p> <p>11 kept in a vault, III through Vs are kept in a -- in a</p> <p>12 DEA-mandated cage. Only certain people have authority</p> <p>13 to go in those vaults and cages. We put our most</p> <p>14 experienced people in there to reduce errors and so we</p> <p>15 have consistency of people looking at orders that</p> <p>16 could possibly identify something that may be out of</p> <p>17 the ordinary.</p> <p>18 And so the picker actually has -- in the</p> <p>19 old days it was paper, these days it is all</p> <p>20 electronic, but basically it's just picking the</p> <p>21 orders, you know.</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 124</p> <p>1 A. We had orders that -- that pickers had</p> <p>2 identified as potentially suspicious that were</p> <p>3 reported and then the monthly reviews by the</p> <p>4 operations managers that were, again, familiar with</p> <p>5 the customers and, you know, we -- you know, and then</p> <p>6 they would -- if they saw something that -- that they</p> <p>7 thought may be suspicious, they would report it to</p> <p>8 DEA.</p> <p>9 BY MR. YOUNG:</p> <p>10 Q. If the DEA never had meetings in D.C. and</p> <p>11 Rannazzisi never sent those two letters, would</p> <p>12 H.D. Smith have continued this type of policy for</p> <p>13 controlled substance monitoring?</p> <p>14 A. I can't speculate on that.</p> <p>15 MR. PADGETT: Object to form.</p> <p>16 BY MR. YOUNG:</p> <p>17 Q. I just want to make sure I understand</p> <p>18 whether or not the DEA is what triggered the change in</p> <p>19 the evolution of your system or was it self awareness,</p> <p>20 self observation?</p> <p>21 A. There is -- there is no regulation that</p> <p>22 says you have to have an automated system or a manual</p> <p>23 system. There is still people today, there is</p> <p>24 warehouses out there, there's people that have manual</p>
<p style="text-align: right;">Page 123</p> <p>1 MR. PADGETT: Object to form.</p> <p>2 BY THE WITNESS:</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 Q. And if they didn't make that observation,</p> <p>14 if they -- if they failed to bring a otherwise</p> <p>15 suspicious order to the attention of the manager, is</p> <p>16 there some other mechanism in place at the time, this</p> <p>17 is going back to '05, that would have caught</p> <p>18 suspicious orders or unusual orders other than the</p> <p>19 pickers?</p> <p>20 A. Not to my knowledge.</p> <p>21 Q. Do you know how effective this policy was</p> <p>22 at H.D. Smith in identifying suspicious orders?</p> <p>23 MR. PADGETT: Object to form.</p> <p>24 BY THE WITNESS:</p>	<p style="text-align: right;">Page 125</p> <p>1 systems in place.</p> <p>2 As evolution of -- of -- over time, you</p> <p>3 know, when we had our first meeting, you know, I</p> <p>4 started in November of 2005, had a meeting with DEA in</p> <p>5 January of 2006, we started to explore a -- an</p> <p>6 automated system so that we could constantly, you</p> <p>7 know, try to improve our processes to maintain</p> <p>8 effective controls against diversion. You know, the</p> <p>9 whole industry has evolved.</p> <p>10 Q. This policy was in place until what, what</p> <p>11 time period?</p> <p>12 A. I don't know that it was -- it would have</p> <p>13 been when we put a policy out in 2008 for order</p> <p>14 monitoring.</p> <p>15 Q. Okay. And prior to the implementation of</p> <p>16 the 2008 policy, who -- who at H.D. Smith was</p> <p>17 responsible for monitoring controlled substances?</p> <p>18 So this policy references operations</p> <p>19 managers and pickers. Was there an -- an -- was there</p> <p>20 anyone else that was involved in that process?</p> <p>21 A. I -- I -- I can't -- I can't -- I can't</p> <p>22 say. I mean, the operations manager was the</p> <p>23 controlled substance coordinator. He was the one that</p> <p>24 was in charge of the warehouse, everything that went</p>

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<p style="text-align: right;">Page 126</p> <p>1 on in the warehouse, so he would have been, you know,</p> <p>2 the main person.</p> <p>3 Q. Was there an internal auditing function</p> <p>4 that tested compliance with these policies and</p> <p>5 procedures?</p> <p>6 A. Not that I'm aware of.</p> <p>7 Q. When you came onboard, and I understand</p> <p>8 there is an evolution of your responsibilities, was</p> <p>9 there a point in time in which you tested or called</p> <p>10 into question the efficacy of this policy?</p> <p>11 A. I don't know if it was to call into</p> <p>12 question. We were just con -- we were just always</p> <p>13 trying to him prove our processes and our procedures.</p> <p>14 Q. So did you evaluate this policy from a</p> <p>15 compliance perspective?</p> <p>16 A. I wouldn't say I evaluated -- I evaluated</p> <p>17 this policy.</p> <p>18 Q. Were there, I'm going to use the word</p> <p>19 "thresholds," are you familiar with the word</p> <p>20 "threshold" --</p> <p>21 A. I am.</p> <p>22 Q. -- in the context of registrants?</p> <p>23 Were there thresholds in place for</p> <p>24 pharmacy customers at the time of this policy?</p>	<p style="text-align: right;">Page 128</p> <p>1 order?</p> <p>2 A. They would handle the orders as they came</p> <p>3 in.</p> <p>4 Q. How many customers did H.D. Smith have in</p> <p>5 2005, approximately?</p> <p>6 A. It would -- well, it would depend on what</p> <p>7 distribution center you are talking about. The</p> <p>8 Springfield or -- or --</p> <p>9 Q. Nationally how many customers?</p> <p>10 A. In 2005, I -- I don't have any idea. I --</p> <p>11 we had -- I'm not even sure how many distribution</p> <p>12 centers we had at that time because there was a period</p> <p>13 of time where we were opening or making acquisitions</p> <p>14 or what have you.</p> <p>15 Q. Okay. But if a picker doesn't have the</p> <p>16 regular customer that they are picking for each month,</p> <p>17 how is it that they are going to know whether or not</p> <p>18 an order on any given month is excessive? In other</p> <p>19 words, one month they may get Pharmacy X and the next</p> <p>20 month they may get Pharmacy Y, how can they compare</p> <p>21 the two?</p> <p>22 A. Usually our customers order every day.</p> <p>23 Q. Okay. So how is it that a picker -- is</p> <p>24 there some reference manual, is there some database,</p>
<p style="text-align: right;">Page 127</p> <p>1 A. Not that I'm aware of.</p> <p>2 Q. So the only -- what was the basis for a</p> <p>3 picker to determine whether or not an order was</p> <p>4 excessive? Just their memory of the prior month's</p> <p>5 order?</p> <p>6 A. It would have been their knowledge of</p> <p>7 the -- of the customer, their ordering history, their</p> <p>8 day-to-day, everyday phone orders.</p> <p>9 Q. I think you mentioned that this was a -- a</p> <p>10 very veteran person in the company, there was not</p> <p>11 much -- much turnover among the pickers?</p> <p>12 A. Not to my knowledge, no.</p> <p>13 Q. Was this a highly compensated position?</p> <p>14 A. I don't know if it would be highly</p> <p>15 compensated. It was -- you know, there were veteran</p> <p>16 or, you know, experienced people that had had many</p> <p>17 years on, so I don't know exactly, you know, how they</p> <p>18 were compensated, if they got increases in wages when</p> <p>19 they went into the cage or vault. I can't answer</p> <p>20 that.</p> <p>21 Q. How many pharmacy customers did each</p> <p>22 picker pick for in a given month? Was it -- did they</p> <p>23 have designated customers they always picked for or</p> <p>24 was it an order came in and you just handled that</p>	<p style="text-align: right;">Page 129</p> <p>1 is there -- is there someplace for a picker to go when</p> <p>2 they get an order for a customer they are not familiar</p> <p>3 with to determine whether or not that order is</p> <p>4 unusual? And specifically I ask that because of your</p> <p>5 prior testimony indicating there was no threshold for</p> <p>6 these customers. So how -- how are they to know,</p> <p>7 what's the -- what's the basis?</p> <p>8 A. I can't answer that.</p> <p>9 Q. Okay. Let's see.</p> <p>10 Do you know whether or not there was any</p> <p>11 training provided to operations managers for their</p> <p>12 role as the controlled substance coordinators?</p> <p>13 A. What time period?</p> <p>14 Q. In '05, it's admittedly prior to when you</p> <p>15 got there?</p> <p>16 A. I -- I don't know.</p> <p>17 Q. How about in '06?</p> <p>18 A. I implemented training in 2006 after</p> <p>19 our -- our meeting with DEA in January of 2006.</p> <p>20 Q. What type of training did you undertake</p> <p>21 for the operations managers?</p> <p>22 A. It was mainly regarding orders related to</p> <p>23 internet pharmacies which was the basis of our</p> <p>24 discussion in 2006, January of 2006 with DEA. I</p>

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<p style="text-align: right;">Page 130</p> <p>1 used -- I may have used their whole PowerPoint that</p> <p>2 they presented to me in addition to other information</p> <p>3 I would have had to try to educate them on looking</p> <p>4 at -- at orders that may be suspicious.</p> <p>5 Q. That PowerPoint, do you know if it was</p> <p>6 shared with them via e-mail or was it something that</p> <p>7 you put on live on the screen?</p> <p>8 A. I went to each distribution center.</p> <p>9 </p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14 manager making decisions, did the operation managers</p> <p>15 have access to data, a database or a system that they</p> <p>16 could use to compare prior months' orders?</p> <p>17 A. I believe the way that -- the way that</p> <p>18 their reports came out at the end of each month they</p> <p>19 would have access to monthly reports on controlled</p> <p>20 substances purchased by our customers. So they could</p> <p>21 reference previous months if they wanted to.</p> <p>22 Q. And was there any type of formula or</p> <p>23 algorithm used by the company to determine whether or</p> <p>24 not an order was excessive as compared to prior</p>	<p style="text-align: right;">Page 132</p> <p>1 Q. And at the time of this policy, while this</p> <p>2 was in place, it was the practice of H.D. Smith to</p> <p>3 ship orders and later review whether or not they would</p> <p>4 be reported to the DEA.</p> <p>5 Is that accurate?</p> <p>6 A. It was a policy that if -- if pickers</p> <p>7 would identify orders beforehand they could be</p> <p>8 reported to DEA as suspicious, but also, you know, as</p> <p>9 the policy says, there was a monthly review, as was</p> <p>10 industry standard and the expectation from DEA.</p> <p>11 Q. But the -- the order that the picker</p> <p>12 identified, was that shipped or was that held?</p> <p>13 A. You'd have to be more specific on what --</p> <p>14 what our -- it would more like -- my understanding, it</p> <p>15 would be held until we would discuss it with DEA.</p> <p>16 Q. Was that in the policy somewhere?</p> <p>17 A. I think it's in here somewhere about</p> <p>18 discussing it with DEA field office.</p> <p>19 Q. Yeah, I think the --</p> <p>20 A. It is right below your highlighted --</p> <p>21 Q. Yeah.</p> <p>22 A. -- part on the second page.</p> <p>23 Q. Yeah, let's -- let's dig into that a</p> <p>24 little bit.</p>
<p style="text-align: right;">Page 131</p> <p>1 months?</p> <p>2 A. Not at that time.</p> <p>3 Q. But at some point I guess with the role of</p> <p>4 the automated system there was a calculation or</p> <p>5 algorithm?</p> <p>6 A. Yes.</p> <p>7 Q. And we'll -- we'll talk about that in just</p> <p>8 a sec.</p> <p>9 Do you know whether or not there were --</p> <p>10 other than the -- the typical monthly review that's</p> <p>11 contemplated by this policy, were there ad hoc reviews</p> <p>12 done by operation managers of pharmacies?</p> <p>13 MR. PADGETT: Object to form.</p> <p>14 BY MR. YOUNG:</p> <p>15 Q. For -- for purposes of the controlled</p> <p>16 substance monitoring, I should mention.</p> <p>17 MR. PADGETT: Same objection.</p> <p>18 BY THE WITNESS:</p> <p>19 A. I -- I don't know. You know, I was in</p> <p>20 communication with -- with the operations managers.</p> <p>21 What we discussed, if I -- we discussed certain</p> <p>22 accounts, I -- I just -- I'm not -- I can't tell you.</p> <p>23 I can't remember.</p> <p>24 BY MR. YOUNG:</p>	<p style="text-align: right;">Page 133</p> <p>1 There is a -- a highlighted portion</p> <p>2 that -- can you read that for us?</p> <p>3 A. On Page 2?</p> <p>4 Q. Yes.</p> <p>5 A. "If while picking, an excessive purchase</p> <p>6 is discovered it will be brought to the attention of</p> <p>7 the Controlled Substance Coordinator. A check with</p> <p>8 the local DEA office will be made before shipping of</p> <p>9 the individual order."</p> <p>10 Q. So there was a policy in place at the</p> <p>11 time, this policy, that says if you identify an</p> <p>12 excessive purchase, check with the operations manager</p> <p>13 who is the controlled substances coordinator, right?</p> <p>14 A. Correct.</p> <p>15 Q. And it doesn't really say who. I assume</p> <p>16 it's the operations manager. It says: "A check with</p> <p>17 the local DEA office will be made before shipping of</p> <p>18 the individual order."</p> <p>19 That's your recollection of what took</p> <p>20 place in 2005?</p> <p>21 A. That's my understanding. And I think --</p> <p>22 MR. PADGETT: Object to form.</p> <p>23 Go ahead.</p> <p>24 BY THE WITNESS:</p>

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<p style="text-align: right;">Page 134</p> <p>1 A. -- that's what's in the policy. 2 BY MR. YOUNG: 3 Q. Do you know how long it took to hear back 4 from the DEA when you reported suspicious orders at 5 the time? 6 A. To my knowledge, we would never hear back 7 from DEA. 8 Q. Okay. So if you were to check with the 9 DEA before shipping and you never heard back from the 10 DEA, I take it that, then, the order never shipped? 11 MR. PADGETT: Object to form. 12 BY MR. YOUNG: 13 Q. Is that accurate? 14 A. No, that is not necessarily true. 15 A check with the local DEA, that would -- 16 in my mind that means you would call the DEA, check -- 17 in this case you would try to talk to Garriott and 18 discuss the order with him. Now, I wasn't there. I 19 don't know exactly what happened, but that's -- that 20 would be my assumption. 21 And then it says, you know, in the next -- 22 next paragraph: "If" -- "If the local DEA office 23 cannot be contacted before shipping, it should be 24 brought to their attention as soon as possible."</p>	<p style="text-align: right;">Page 136</p> <p>1 generalities. I want to understand what H.D. Smith 2 did generally. 3 So when -- under this policy when a picker 4 identified an excessive purchase and brought it to the 5 attention of the controlled substances coordinator, 6 who was the operations manager, it was the policy to 7 check with the DEA office. And what I want to know 8 is, prior to the new policy, under this policy, 9 whether or not generally orders shipped or did not 10 ship? If you can't say, you can't say. 11 A. I -- I don't know. 12 Q. Yeah. Okay. 13 I had previously showed you some -- some 14 DEA investigation reports. I know you weren't 15 familiar with them, but those order -- those 16 investigation reports indicated that those orders 17 which were reported as suspicious had, in fact, been 18 shipped. 19 Does that surprise you or is that 20 consistent with your recollection of what occurred at 21 H.D. Smith prior to implementation of the automated 22 pol- -- policy? 23 MR. PADGETT: Object to the form. 24 You can answer.</p>
<p style="text-align: right;">Page 135</p> <p>1 So it was still the expect -- the -- 2 the -- the expectation of the DEA and the way this 3 policy is written is that, you know, that -- that 4 order, if they could not get ahold of the DEA to 5 discuss it with them, my assumption is it would be 6 shipped and then discussed with DEA at a later time. 7 Q. And this policy was in place for part of 8 your initial tenure with H.D. Smith, right? 9 A. It was. 10 Q. So from the time that you got to 11 H.D. Smith until you implemented the new policy, what 12 you just described is what occurred, right, that the 13 order would -- would be shipped? 14 MR. PADGETT: Object to form. 15 BY THE WITNESS: 16 A. It depends on what the circumstance was 17 and if they were able to get ahold of -- of Garriott, 18 and I don't know if the order was -- first of all, 19 you'd have to be specific on what order and I don't 20 know if it was shipped or it wasn't. 21 BY MR. YOUNG: 22 Q. Yeah. And I'm -- 23 A. I'm only going by the policy. 24 Q. And admittedly I'm speaking in</p>	<p style="text-align: right;">Page 137</p> <p>1 BY THE WITNESS: 2 A. It wouldn't surprise me. You know, the 3 enclosure down here says DEA purchase report, you 4 know, for a month's time, and -- and this is a period 5 later, so I'm assuming that they were shipped. I 6 don't know for a fact. 7 BY MR. YOUNG: 8 Q. Okay. Do you know whether or not there 9 was consistent implementation and execution of this 10 policy at each of the distribution centers? 11 MR. PADGETT: Object to form, scope. 12 BY MR. YOUNG: 13 Q. From -- from '05 to '08? 14 A. That was the expectation. 15 Q. But you didn't test or verify whether or 16 not each of the distribution centers was complying 17 with this policy? 18 A. No. 19 Q. Was there anyone charged with auditing or 20 testing whether or not there was compliance with this 21 policy? 22 A. Not to my knowledge. 23 Q. Do you know whether or not operations 24 managers prior to your PowerPoint training were aware</p>

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<p style="text-align: right;">Page 138</p> <p>1 of the statutory definition of suspicious orders?</p> <p>2 MR. PADGETT: Object to form.</p> <p>3 BY THE WITNESS:</p> <p>4 A. I would have -- I would have no way of</p> <p>5 knowing that.</p> <p>6 BY MR. YOUNG:</p> <p>7 Q. Really what I'm asking is, other than this</p> <p>8 policy, was there any other information that was given</p> <p>9 to operations managers about compliance with the</p> <p>10 Controlled Substances Act reporting requirements?</p> <p>11 A. Prior to me arriving there, I do not know.</p> <p>12 Q. How about after you arrived and except</p> <p>13 your PowerPoint instruction?</p> <p>14 A. Well, I conducted an annual compliance</p> <p>15 meetings at all of our distribution centers.</p> <p>16 Q. The -- you -- H.D. Smith maintained a</p> <p>17 Louisville, Kentucky distribution center during this</p> <p>18 time.</p> <p>19 Is that accurate?</p> <p>20 A. Which time period?</p> <p>21 Q. '06 through '08.</p> <p>22 A. I don't think the Louisville distribution</p> <p>23 center opened until 2007.</p> <p>24 Q. Okay.</p>	<p style="text-align: right;">Page 140</p> <p>1 Q. After an operations manager made a report</p> <p>2 to the DEA about a suspicious order, do you know</p> <p>3 whether or not they would inform the pharmacy customer</p> <p>4 of that report to the DEA? Was that --</p> <p>5 A. The practice was to not.</p> <p>6 Q. But it's possible that they did have those</p> <p>7 conversations?</p> <p>8 MR. PADGETT: Object to the form.</p> <p>9 BY THE WITNESS:</p> <p>10 A. I highly doubt it.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. Do you know whether or not the sales --</p> <p>13 I'll refer to them as the sales staff.</p> <p>14 Does H.D. Smith have sales staff?</p> <p>15 A. Yes.</p> <p>16 Q. Do you know whether or not the sales staff</p> <p>17 enter -- whether or not the sales staff ever</p> <p>18 intervened on behalf of a pharmacy customer to prevent</p> <p>19 the reporting of a suspicious order?</p> <p>20 A. Not to my knowledge.</p> <p>21 Q. Okay. Moving right along.</p> <p>22 MR. PADGETT: What time do you want to break for</p> <p>23 lunch?</p> <p>24 MR. YOUNG: Oh, what time is it?</p>
<p style="text-align: right;">Page 139</p> <p>1 A. I don't know the exact date.</p> <p>2 Q. Fair enough.</p> <p>3 Do you know whether or not the Louisville,</p> <p>4 Kentucky distribution center would have been the</p> <p>5 center to ship into Ohio, the State of Ohio?</p> <p>6 A. Again, it would depend on the time period.</p> <p>7 Prior -- I don't know --</p> <p>8 Q. Let me rephrase it.</p> <p>9 A. It would depend on the time period.</p> <p>10 Q. Let me rephrase it.</p> <p>11 In 2007, where would Ohio pharmacies who</p> <p>12 are customers of H.D. Smith have obtained their</p> <p>13 products from, which center?</p> <p>14 A. It would probably, and I don't even know</p> <p>15 if they had Ohio customers in 2006, but it would</p> <p>16 probably be Illinois or Louisville.</p> <p>17 Q. And do you know today where Ohio customers</p> <p>18 get their products from?</p> <p>19 A. More than likely Louisville. They could</p> <p>20 be some coming from New York metro and -- and Illinois</p> <p>21 could have some and we used to have a Smith Medical</p> <p>22 Partners that's no longer around that would have</p> <p>23 shipped possibly into Ohio. They were licensed in</p> <p>24 Ohio.</p>	<p style="text-align: right;">Page 141</p> <p>1 MR. PADGETT: It is 12:05 right now. But if you</p> <p>2 go to 12:15, that would be another hour,</p> <p>3 hour-and-a-half block.</p> <p>4 MR. YOUNG: I'm just trying to see where we can</p> <p>5 find a nice, natural break here. I guess we can -- I</p> <p>6 guess let's do it now. How long have we been going</p> <p>7 since the last break?</p> <p>8 MR. PADGETT: About an hour.</p> <p>9 MR. LEEDER: A little over an hour.</p> <p>10 MR. PADGETT: About an hour and ten.</p> <p>11 MR. YOUNG: All right. Let's do it. We have to</p> <p>12 keep the witness fed.</p> <p>13 THE VIDEOGRAPHER: We are off the record at</p> <p>14 12:04 p.m.</p> <p>15 (WHEREUPON, a recess was had</p> <p>16 from 12:04 to 1:02 p.m.)</p> <p>17 THE VIDEOGRAPHER: We are back on the record at</p> <p>18 1:02 p.m.</p> <p>19 BY MR. YOUNG:</p> <p>20 Q. Mr. Euson, we just broke for lunch.</p> <p>21 During lunch did you have occasion to</p> <p>22 speak with your counsel?</p> <p>23 A. I did.</p> <p>24 Q. Did any of the communications between you</p>

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<p style="text-align: right;">Page 142</p> <p>1 and your counsel affect or impact the testimony that</p> <p>2 you've already provided?</p> <p>3 A. I wanted to make a clarification on a</p> <p>4 previous testimony.</p> <p>5 Q. Okay. We'll get to that in a second.</p> <p>6 A. Okay.</p> <p>7 Q. Did any of the communications with your</p> <p>8 counsel serve to prepare you further for the rest of</p> <p>9 the deposition for 30(b)(6) purposes?</p> <p>10 A. No.</p> <p>11 Q. There was no preparatory comments or get</p> <p>12 ready for this or expect this?</p> <p>13 A. No.</p> <p>14 Q. So you mentioned you wanted to clarify</p> <p>15 something. What is it?</p> <p>16 A. You had asked me about West Virginia and I</p> <p>17 had -- I had misspoke and I wanted to clarify. I said</p> <p>18 it was a fine in West Virginia. It was a settlement</p> <p>19 with no admission of any wrongdoing.</p> <p>20 Q. And that's your recollection or your</p> <p>21 attorneys informed you of that?</p> <p>22 A. Well, I asked them for the clarification.</p> <p>23 Q. Were you involved in the, I don't want to</p> <p>24 say the legal aspect of it, but were you as the chief</p>	<p style="text-align: right;">Page 144</p> <p>1 A. To develop a better process and procedure.</p> <p>2 Q. Did H.D. Smith determine that it was --</p> <p>3 its current practices were in violation of the</p> <p>4 Controlled Substances Act without implementing an</p> <p>5 automated system?</p> <p>6 A. No.</p> <p>7 Q. So H.D. Smith could have, if it so chose,</p> <p>8 have continued with the manual version of its</p> <p>9 compliance program without violating the CSA?</p> <p>10 MR. PADGETT: Object to form.</p> <p>11 BY THE WITNESS:</p> <p>12 A. There is no -- there is no regulation that</p> <p>13 an -- that an auto monitoring system has to -- or</p> <p>14 program has to be manual or automated.</p> <p>15 BY MR. YOUNG:</p> <p>16 Q. And -- and I want to be clear in my</p> <p>17 question. I'm not just referring to the manual versus</p> <p>18 automated functionality, but all of the elements of</p> <p>19 what H.D. Smith did in complying with the CSA prior to</p> <p>20 implementation of the automated program, when</p> <p>21 H.D. Smith made the decision to go to the automated</p> <p>22 program, did it determine whether or not its existing</p> <p>23 or prior program was in or out of compliance with the</p> <p>24 CSA?</p>
<p style="text-align: right;">Page 143</p> <p>1 compliance officer personally involved in the</p> <p>2 settlement that was negotiated between the West</p> <p>3 Virginia AG and H.D. Smith?</p> <p>4 A. I was not.</p> <p>5 Q. Okay.</p> <p>6 Okay. So, where we left off was sort of</p> <p>7 the first generation of your compliance process and</p> <p>8 policies and we called that the manual phase, I think,</p> <p>9 or the manual program, prior to the automated program,</p> <p>10 right?</p> <p>11 And so I want to now veer into the</p> <p>12 automated program and -- and learn a little bit about</p> <p>13 that.</p> <p>14 The -- when was the first instance in</p> <p>15 which H.D. Smith determined that it needed to create</p> <p>16 an automated program?</p> <p>17 A. When you say "needed," do you -- do you</p> <p>18 reference that as some type of a requirement?</p> <p>19 Q. Let me -- let me rephrase it.</p> <p>20 When did H.D. Smith decide that it wanted</p> <p>21 to create an automated compliance program?</p> <p>22 A. Probably mid 2006.</p> <p>23 Q. And what were the factors that H.D. Smith</p> <p>24 considered in making that decision?</p>	<p style="text-align: right;">Page 145</p> <p>1 MR. PADGETT: Object to form.</p> <p>2 BY THE WITNESS:</p> <p>3 A. We were -- we were in compliance with CSA.</p> <p>4 We wanted to improve the process.</p> <p>5 BY MR. YOUNG:</p> <p>6 Q. Okay. So H.D. Smith has never violated</p> <p>7 the Controlled Substances Act?</p> <p>8 MR. PADGETT: Object to form.</p> <p>9 BY THE WITNESS:</p> <p>10 A. What part of it?</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. Any part of it.</p> <p>13 A. Not to my knowledge.</p> <p>14 Q. Okay.</p> <p>15 A. No.</p> <p>16 Q. The -- when did the -- I'm going to call</p> <p>17 it the CSOMP program, and I don't mean to -- to coin</p> <p>18 that phrase, but I think that's the phrase that</p> <p>19 H.D. Smith uses, right?</p> <p>20 A. It is for our automated system.</p> <p>21 Q. And what does CSOMP stand for?</p> <p>22 A. Controlled Substance Order Monitoring</p> <p>23 Program.</p> <p>24 Q. When was that program live, when did it go</p>

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Page 146

1 live?

2 A. It was -- it was rolled out to our

3 different DCs in the spring of 2008, I believe, from

4 beginning of March through the end of May. I don't

5 have the exact dates, but it was by divi- -- you know,

6 division by division.

7 Q. Do you -- do you recall which division you

8 rolled out to first?

9 [REDACTED]

10 [REDACTED]

11 [REDACTED]

12 [REDACTED]

13 [REDACTED]

14 [REDACTED]

15 [REDACTED]

16 [REDACTED]

17 [REDACTED]

18 [REDACTED]

19 [REDACTED]

20 [REDACTED]

21 [REDACTED]

22 [REDACTED]

23 [REDACTED]

24 [REDACTED]

Page 147

1 [REDACTED]

2 [REDACTED]

3 [REDACTED]

4 [REDACTED]

5 [REDACTED]

6 [REDACTED]

7 [REDACTED]

8 [REDACTED]

9 [REDACTED]

10 Q. Did he share with you the details or the

11 content of what went into their system?

12 A. More of the concept, not specific details.

13 At the same time I was in communication with -- with

14 Kyle Wright at the DEA. I believe Kyle Wright and --

15 and head of diversion at the time Mike Mapes, were

16 working with AmerisourceBergen on that also, so it --

17 it was more a conceptual, not the specific details of

18 it.

19 Q. Are you familiar with a -- a document

20 called the Chemical Handler's Manual?

21 A. I am.

22 Q. How -- how do you know the Chemical

23 Handler's Manual?

24 A. It is a manual concerning List I

Page 148

1 chemicals, and also at the time, again, you have to

2 reference the time period, at the time there was a

3 part of the Chemical -- Chemical Handler's Manual that

4 referred to suspicious orders and a loose template

5 on -- regarding that.

6 Q. Was the Chemical Handler's Manual

7 something that Amerisource had relied upon in

8 developing its system, if you know?

9 A. I do not know that.

10 Q. Is it something that you discussed with

11 Mr. Zimmerman from Amerisource?

12 A. I don't recall.

13 Q. I'm going to show you what was premarked

14 as Euson Deposition Exhibit 21. It's -- frankly, it's

15 an excerpt. We don't have the full manual. There is

16 a -- a cover page and then there is an Appendix E-3.

17 I'll show you that.

18 MR. PADGETT: Sorry. Which exhibit?

19 MR. YOUNG: 21, I believe. It should be.

20 Yeah. Here you go.

21 BY MR. YOUNG:

22 Q. Does that exhibit look familiar to you?

23 A. Yes.

24 Q. The Page 2 of the exhibit, Appendix E-3,

Page 149

1 it -- it's a list of terms and definitions.

2 [REDACTED]

3 [REDACTED]

4 [REDACTED]

5 A. Can you give me a second to read this?

6 Q. Sure.

7 [REDACTED]

8 [REDACTED]

9 [REDACTED]

10 [REDACTED]

11 [REDACTED]

12 [REDACTED]

13 [REDACTED]

14 [REDACTED]

15 [REDACTED]

16 [REDACTED]

17 [REDACTED]

18 [REDACTED]

19 [REDACTED]

20 [REDACTED]

21 [REDACTED]

22 [REDACTED]

23 [REDACTED]

24 [REDACTED]

38 (Pages 146 to 149)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 150</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 Q. I gotcha.</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 Q. Okay. Prior to the implementation of your</p> <p>14 automated system, your CSOMP system, did you have</p> <p>15 established customer thresholds that they could order?</p> <p>16 A. Before CSOMP?</p> <p>17 Q. Yes.</p> <p>18 A. Yeah, I think it does describe before that</p> <p>19 we did not.</p> <p>20 Q. I just want to make sure.</p> <p>21 And part of the implementation of CSOMP</p> <p>22 was creating customer thresholds, is that correct?</p> <p>23 A. Yes, that was one of the things that we</p> <p>24 did with the system.</p>	<p style="text-align: right;">Page 152</p> <p>1 A. Okay.</p> <p>2 Q. We'll -- we'll just kind of build it as we</p> <p>3 go.</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 151</p> <p>1 Q. And I'm just sort of taking your prior</p> <p>2 testimony and your testimony about the adoption of the</p> <p>3 Chemical Handler's Manual.</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 Q. Okay.</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 MR. PADGETT: I'll object to form.</p> <p>17 BY THE WITNESS:</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 BY MR. YOUNG:</p> <p>24 Q. Okay. Let me -- let me stop you there.</p>	<p style="text-align: right;">Page 153</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 Q. And that was also something that was new</p> <p>14 to H.D. Smith, you hadn't done that in the manual</p> <p>15 system, right?</p> <p>16 A. No.</p> <p>17 Q. And you hadn't used families under the</p> <p>18 manual system either?</p> <p>19 A. Not specifically, but I think the -- the</p> <p>20 reports that the managers went through every month,</p> <p>21 they were grouped somehow. I got all controlled</p> <p>22 substances. I don't know if they were grouped</p> <p>23 alphabetically or by different classes, but there</p> <p>24 would be a -- it would have been the first time we</p>



39 (Pages 150 to 153)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 154</p> <p>1 would have defined customers by volume and defined</p> <p>2 families of drugs.</p> <p>3 Q. Okay. So you got the customer size and</p> <p>4 type and you've got the families.</p> <p>5 What are the other factors that went into</p> <p>6 determining whether an order was potentially</p> <p>7 suspicious?</p> <p>8 A. These are factors on how we designed our</p> <p>9 system.</p> <p>10 Q. Okay.</p> <p>11 A. Not factors that pointed to a suspicious</p> <p>12 order.</p> <p>13 Q. Got you.</p> <p>14 A. A potentially suspicious order.</p> <p>15 Q. Let's -- let's go into building the system</p> <p>16 first.</p> <p>17 A. Okay.</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 156</p> <p>1 basis was what you just described and it could change</p> <p>2 over time with the purchases of the pharmacy customer?</p> <p>3 A. Yes.</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 Q. Do you know --</p> <p>21 A. And this is no longer in the Chemical</p> <p>22 Handler's Manual.</p> <p>23 Q. Okay.</p> <p>24 Do you know whether or not Cardinal or</p>
<p style="text-align: right;">Page 155</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 Q. Okay.</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 Q. Sure. Under -- understood.</p> <p>24 But that was the original -- the original</p>	<p style="text-align: right;">Page 157</p> <p>1 McKesson similarly adopted CSOMP systems of their own</p> <p>2 at that time?</p> <p>3 MR. PADGETT: Object to form.</p> <p>4 BY THE WITNESS:</p> <p>5 A. I don't know.</p> <p>6 BY MR. YOUNG:</p> <p>7 Q. Were you a member of the Healthcare</p> <p>8 Distribution Management Association at the time?</p> <p>9 A. I was.</p> <p>10 Q. Did you serve on any committees or</p> <p>11 subcommittees or boards or panels for the HDMA?</p> <p>12 A. I was on two committees, regulatory</p> <p>13 affairs committee and the state government affairs</p> <p>14 committee.</p> <p>15 Q. And did your work on those committees</p> <p>16 touch upon the development of these types of systems,</p> <p>17 the CSOMP system?</p> <p>18 A. It -- it did. Again, there was -- as I</p> <p>19 stated before, there was no -- there is no system that</p> <p>20 DEA endorses. There is no -- there was no template</p> <p>21 for it. And -- and -- and even with a trade</p> <p>22 association, you've got antitrust issues and such as</p> <p>23 far as how much you can discuss with competitors.</p> <p>24 Q. Were there representatives from</p>

40 (Pages 154 to 157)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 158</p> <p>1 Amerisource on the committee that you described that</p> <p>2 touched on this compliance work?</p> <p>3 A. I believe Chris Zimmerman was on that.</p> <p>4 Q. Were there representatives from McKesson</p> <p>5 on that committee?</p> <p>6 A. I believe so.</p> <p>7 Q. Were there representatives from Cardinal?</p> <p>8 A. I believe so.</p> <p>9 Q. And so did you meet regularly as a</p> <p>10 committee?</p> <p>11 A. There were periodic calls and there was a</p> <p>12 one-time-a-year face-to-face meeting that sometimes I</p> <p>13 made, sometimes I didn't, and other members the same</p> <p>14 way.</p> <p>15 Q. Were there other representatives from</p> <p>16 H.D. Smith who would attend a committee meeting in</p> <p>17 your absence?</p> <p>18 A. Again, it depends on the time period.</p> <p>19 There were other people in my position when I was not</p> <p>20 at the company and there were other people that</p> <p>21 were -- could have gone to those meetings and in lieu</p> <p>22 of me going.</p> <p>23 Q. I'm going to show you what was premarked</p> <p>24 as Euson Exhibit 22. It's a longer document than</p>	<p style="text-align: right;">Page 160</p> <p>1 BY THE WITNESS:</p> <p>2 A. I would have to study this again and get</p> <p>3 into the weeds with it to --</p> <p>4 BY MR. YOUNG:</p> <p>5 Q. All right. Let's -- let's walk through a</p> <p>6 little bit of the document.</p> <p>7 A. Okay.</p> <p>8 Q. So let's turn to page -- I think it's --</p> <p>9 keep going -- page, what page is that? 6 of 13.</p> <p>10 There is a Roman numeral section: Monitoring for</p> <p>11 Suspicious Orders, System Design.</p> <p>12 A. Monitoring for Suspicious Orders?</p> <p>13 Q. Yes.</p> <p>14 A. Okay.</p> <p>15 Q. Okay. So that section, it looks like it</p> <p>16 says: "It is recommended that a distributor develop</p> <p>17 an electronic system..."</p> <p>18 H.D. Smith did that, right?</p> <p>19 A. Yes.</p> <p>20 Q. "...with accompanying written standard</p> <p>21 operating procedures."</p> <p>22 Do you know whether there were SOPs at</p> <p>23 H.D. Smith at the time the CSOMP rolled out?</p> <p>24 A. We did develop SOPs at the time.</p>
<p style="text-align: right;">Page 159</p> <p>1 we've been handing you. So it might take you a bit to</p> <p>2 look at it.</p> <p>3 Let me know if you are familiar with this</p> <p>4 document?</p> <p>5 A. I'm familiar.</p> <p>6 Q. How are you familiar with this document?</p> <p>7 Where do you know it from?</p> <p>8 A. It's from HDMA.</p> <p>9 Q. Did you have a hand, through your</p> <p>10 committee work, in creating this document?</p> <p>11 A. I believe that the -- I -- I don't even</p> <p>12 know which committee. It may have been the regulatory</p> <p>13 affairs committee that may have had a hand in -- in --</p> <p>14 in this. I know they also worked with some outside</p> <p>15 consultants.</p> <p>16 Q. Do you recall receiving drafts or</p> <p>17 participating in the drafting yourself of this end</p> <p>18 product?</p> <p>19 A. I probably did. I can't say specifically.</p> <p>20 Q. Do you know whether or not the CSOMP</p> <p>21 system that H.D. Smith implemented in the spring</p> <p>22 of 2008 met the guidelines that HDMA developed in this</p> <p>23 document?</p> <p>24 MR. PADGETT: Object to form.</p>	<p style="text-align: right;">Page 161</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15 Q. Okay. Because it is such a small part of</p> <p>16 the business, is that why?</p> <p>17 A. I can't tell you why our system doesn't</p> <p>18 identify it.</p> <p>19 Q. Okay.</p> <p>20 All right. Let's flip the page. The next</p> <p>21 section, let's just pull this down here, it says:</p> <p>22 </p> <p>23</p> <p>24</p>

41 (Pages 158 to 161)

Highly Confidential - Subject to Further Confidentiality Review

Page 162

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Q. So, but beneath that bulleted point there are some other options to identify families and I -- I didn't know if you had used one of those to develop your -- your system.

The second one is using the NTIS system or the NDC number for the active ingredients.

Do you recall?

A. We -- we originally, when we beta tested our system in 2006 and '7, we tried to use the NDC code, and there are so many variables of the same drug using the NDC code it became unusable in our --

Q. Okay.

A. -- system.

Page 164

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Q. Can you put some date connection to these changes in the system, if you recall? So let's -- let's start with the first change.

The system began with a three times multiplier. What was the first change to that three times multiplier, when did that occur?

A. It had to have been after I came back, because I left -- after we rolled out CSOMP to our last distribution center, I left about a month after that.

Q. Okay.

A. So it would have been sometime after I came back, so sometime in 2009.

Q. Did the change to CSOMP when you returned, was that because of something that you learned when you were away from H.D. Smith?

A. No. It was -- it was more trying to

Page 163

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Q. Okay. Section C is: "Develop thresholds to identify orders of interest."



Q. The third paragraph of this section says: "Distributors are encouraged to update these quantities for determining averages by evaluating schedules, products or families of products and other information made available by the agency to determine an appropriate benchmark for identifying controlled substance orders of interest."

That's not so much of a system expectation as it is a sort of policy or procedure expectation of H.D. Smith.



Page 165

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constantly evolve and -- and make our system better and -- and better meet our -- our customers' needs and -- and their legitimate, you know -- you know, sup- -- supply of drugs.

Q. One of the examples that this HDMA guidance document includes is the geographical area, the uniqueness of the geographical area.



Q. At some point did you move away from that approach or is that how it is today?

42 (Pages 162 to 165)

Highly Confidential - Subject to Further Confidentiality Review

Page 166

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Q. When was the first time that that change was incorporated into the system?

A. I'm not sure. It would have been before I left in 2013, but I just don't -- I don't have the specific date. I could find it, but I just --

Q. Do you -- that's okay.

Do you know the geographic area that -- or areas that you considered in -- in making this change? In other words, was it one part of the country that you thought was skewing things or was it multiple parts?

A. It was -- it was different parts of the country and different drugs that were at issue.

Q. Do you recall which parts of the country it was?

A. You know, Florida had a -- an oxycodone

Page 168

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various things. There is books out about it. There is a -- there were certain physicians, practitioners that we identified in certain areas of -- of the country. And where we found those practitioners with what we would consider questionable prescribing habits, that's where there would be issues.

Q. And you said this was in 2013?

A. When we made the change?

Q. Yes.

A. I -- I am getting on that.

Q. Okay. I won't hold you to it. I don't -- I don't want you to guess.

So let's just pull this down here. Going on to Page 8 of that guideline document from HDMA, it -- it also says that:

"Distributors are encouraged to consider the following when developing 'thresholds.'" And I just want to tick down this bullet list to see if HDA -- if H.D. Smith incorporated these considerations.

The first one is: "Quantities of products the dispenser initially indicated during the 'Know Your Customer' due diligence phase it expected to purchase."

Page 167

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problem, not a hydrocodone problem. The Houston area in Texas had a hydrocodone problem. Middle Tennessee, you know, had an oxycodone problem. California had a hydro -- a hydrocodone problem and promethazine with codeine problem.

So we tried to keep track of the different issues in different areas and tried to -- again, we were always trying to improve our -- our system and the processes that we were using.

Q. Do you recall if Ohio was one of the geographic areas that had a problem that was considered here?

A. Where specifically in Ohio?

Q. Anywhere in Ohio?

A. There is -- down in the southeast portion of the state, Portsmouth area was a problem, Columbus area was a problem.

Q. And how did you determine that the southeast part of Ohio was a problem? What was the basis for that conclusion?

A. Research --

Q. What --

A. -- news articles. You know, I -- I get daily feeds from Google alerts, you know, on -- on

Page 169

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43 (Pages 166 to 169)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 170</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED]</p> <p>10 Q. Was it common for pharmacies to purchase 11 controlled substances from more than one distributor? 12 A. Yes. 13 Q. Would -- would it also be common for 14 distributors to discontinue doing business with 15 customers that order too much controlled substances? 16 A. What do you mean by too much? 17 Q. Suspicious orders. So if a distributor 18 like H.D. Smith determined that its customers were 19 submitting suspicious orders, would H.D. Smith 20 discontinue doing business with that customer? 21 A. It was commonly our practice that if we 22 identified orders that were suspicious and we reported 23 them to DEA -- and part of our investigation, again, 24 would be to go to the pharmacy, get dispensing</p>	<p style="text-align: right;">Page 172</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED]</p> <p>10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>
<p style="text-align: right;">Page 171</p> <p>1 information, you know, launch an investigation. And I 2 would say more -- more times the norm would have been 3 that we would discontinue controlled substances to 4 that pharmacy if we had reason to believe there may be 5 diversion going on. 6 Q. And do you know whether or not that 7 pharmacy would seek to obtain the controlled 8 substances that it sought from H.D. Smith from another 9 distributor? In other words, was there communication 10 among distributors about these suspicious ordering 11 pharmacies? 12 A. No. There were -- at one time DEA was 13 sending out a list of pharmacies that other 14 wholesalers had either closed or declined to do 15 business with. That practice was discontinued after a 16 short time. 17 Q. Okay. Turning back to this guideline, 18 Section (d) talks about -- (d) talks about "Cumulative 19 Reviews Or Thresholds." It says: 20 "The system should contain a mechanism for 21 periodic review of cumulative orders from the same 22 customer over time, to evaluate trends in purchasing 23 patterns." 24 [REDACTED]</p>	<p style="text-align: right;">Page 173</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED]</p> <p>10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

44 (Pages 170 to 173)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 174</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 Q. What type of evidence would exist in</p> <p>5 H.D. Smith's records that would allow us to discern</p> <p>6 whether or not a pharmacy was subject to a deeper dive</p> <p>7 for being over the 20 percent?</p> <p>8 A. We have due diligence records on all of</p> <p>9 our customers.</p> <p>10 Q. Okay. So if we were to look at the due</p> <p>11 diligence documents for a pharmacy that was at some</p> <p>12 point in time over 20 percent controlled to</p> <p>13 non-controlleds, we should see some record in the due</p> <p>14 diligence file of an evaluation?</p> <p>15 A. I -- I can't tell you that there would</p> <p>16 always be one there.</p> <p>17 Q. But there --</p> <p>18 A. We did -- we did these, these were --</p> <p>19 these were manual processes that we went through to</p> <p>20 identify customers that we could have -- you know,</p> <p>21 there may be a concern.</p> <p>22 Q. There was no automation of this in the new</p> <p>23 CSOMP system?</p> <p>24 A. It was not a part of CSOMP. It was --</p>	<p style="text-align: right;">Page 176</p> <p>1 that.</p> <p>2 Q. Okay. How would you characterize that?</p> <p>3 A. Our system is designed --</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 175</p> <p>1 that was different.</p> <p>2 Q. Is there any --</p> <p>3 A. The audit was orders.</p> <p>4 Q. Sorry.</p> <p>5 Is there any automation of this process</p> <p>6 now?</p> <p>7 A. No, other than periodic reviews.</p> <p>8 Q. Okay. The next section, Section (e) talks</p> <p>9 about stopping shipments of orders of interest. It</p> <p>10 says:</p> <p>11 "If an order meets or exceeds a</p> <p>12 distributor's threshold, as defined in the monitoring</p> <p>13 system, or otherwise characterized by the distributor</p> <p>14 as an order of interest, the distributor should not</p> <p>15 ship to the customer, in fulfillment of that order,</p> <p>16 any units of the specific drug code product as to</p> <p>17 which the order met or exceeded a threshold or as to</p> <p>18 which the order was otherwise characterized as an</p> <p>19 order of interest."</p> <p>20 It is a rather long sentence that</p> <p>21 basically says you shouldn't ship controlleds to</p> <p>22 people that are over their threshold.</p> <p>23 Is that true?</p> <p>24 A. Not exactly how you just characterized</p>	<p style="text-align: right;">Page 177</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 Q. Okay.</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 178</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>	<p style="text-align: right;">Page 180</p> <p>1 schedule -- you know, it could be -- it depends. 2 Our -- you know, there's different phases of our 3 investigation. 4 If we were going to do a site visit, the 5 sales rep would be the -- the person that would 6 communicate that and say that, you know, our 7 compliance staff is going to come out and do a -- a 8 site visit with you and schedule that because we 9 don't -- we don't want to do -- we are not going to 10 fly across the country and the pharmacy owner or pick 11 is not there. We want the people that are decision 12 makers to be there so we can discuss the concerns we 13 have. 14 Q. Has H.D. Smith ever considered that the 15 salesperson might be in a conflict with the compliance 16 function in the example that you just discussed? 17 MR. PADGETT: Object to form. 18 BY MR. YOUNG: 19 Q. In other words, the salesperson is 20 motivated to have the sale go through and the 21 compliance person is motivated to make sure that the 22 wrong type of sale does not go through and those two 23 things are in conflict with each other? 24 A. The sales rep's main job is to sell, but</p>
<p style="text-align: right;">Page 179</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 Q. That's never happened? 12 A. No, not to my knowledge. 13 Q. Do you know if salespeople would have had 14 such a conversation? 15 A. I -- I cannot say that for sure. 16 Q. Do you know the extent of communications 17 that the sales staff has with pharmacies when they are 18 subject to investigations for hitting their 19 thresholds? 20 A. They have communication with them because 21 we allow them to communicate what we are doing with 22 their account. You know, they'll communicate to the 23 pharmacy that, Hey, you are blocked from oxycodone and 24 we need to get a dispensing report and we are going to</p>	<p style="text-align: right;">Page 181</p> <p>1 we want to sell to good customers, good, compliant, 2 legitimate customers. You know, they have no say-so 3 in compliance decisions. 4 Q. Okay. 5 A. All we are using them for is a conduit for 6 the discussion. 7 Q. I want to show you Euson Deposition 8 Exhibit 17, which is essentially a collection of 9 documents. It's -- it's two e-mails, a printout 10 and -- a printout of, like, a ledger and then a 11 printout of a spreadsheet, I think. I'll give you a 12 minute to look at that. 13 A. I can hardly read that. 14 Q. You can't read it? I had -- we can -- I 15 had that same problem. We can only copy what we 16 receive. 17 Is that better? 18 A. Yeah. The focus is -- that -- that's 19 fine. It's the copy, I think. 20 Q. Are you able to read that? 21 A. I -- I can read it. 22 Q. Okay. 23 A. It will just take me a second. 24 Q. Sure.</p>

46 (Pages 178 to 181)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 182</p> <p>1 A. Do you want me to read further? I can see</p> <p>2 that.</p> <p>3 Q. Oh, no. Just familiarize yourself with</p> <p>4 the first page. We'll just focus on that first and</p> <p>5 then we can talk about the rest of it.</p> <p>6 Have you seen this document before?</p> <p>7 A. I don't recall. It was just -- I'm sure I</p> <p>8 have, but I don't recall seeing it lately.</p> <p>9 Q. So this purports to be an e-mail from</p> <p>10 Brandon Sail -- Salyer?</p> <p>11 A. Salyer.</p> <p>12 Q. Salyer. You're familiar with Brandon?</p> <p>13 A. Yes.</p> <p>14 Q. Is he still with the company?</p> <p>15 A. No.</p> <p>16 Q. And, I mean, obviously the document speaks</p> <p>17 for itself, but -- but Brandon is a sales</p> <p>18 representative in the -- in the Louisville</p> <p>19 distribution center, is that right?</p> <p>20 A. Yes, he was.</p> <p>21 Q. And this is to P.J. Little who I think you</p> <p>22 testified earlier was your colleague in the compliance</p> <p>23 division?</p> <p>24 A. Right.</p>	<p style="text-align: right;">Page 184</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 183</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 185</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 Q. Okay.</p> <p>13 A. I'm not sure what order those e-mails were</p> <p>14 in.</p> <p>15 Q. Yep, and there -- I believe --</p> <p>16 MR. PADGETT: Is there a date?</p> <p>17 MR. YOUNG: Yes, I believe it is cut off. These</p> <p>18 were produced by you all.</p> <p>19 BY THE WITNESS:</p> <p>20 A. It sounds like the first e-mail --</p> <p>21 BY MR. YOUNG:</p> <p>22 Q. Yeah.</p> <p>23 A. -- was the history she was asking for.</p> <p>24 Q. So the next page is a printout on</p>

47 (Pages 182 to 185)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 186</p> <p>1 H.D. Smith letterhead. Do you -- do you recognize</p> <p>2 this type of -- and it is obviously just an excerpt</p> <p>3 from -- from some printout, but do you recognize this</p> <p>4 type of document?</p> <p>5 A. Yes. We called this our comment sheet.</p> <p>6 Q. Okay.</p> <p>7 A. It is basically a -- a chronological</p> <p>8 record of any changes that we would have made with</p> <p>9 different accounts.</p> <p>10 Q. And what is the date of this entry?</p> <p>11 A. April 22nd, 2009.</p> <p>12 Q. And LAK, does that signify Lori Kirbach?</p> <p>13 A. Yes.</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 188</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 Q. And as far as the reports or records of</p> <p>12 H.D. Smith that would serve as evidence of these</p> <p>13 examples, other than the due diligence files, is there</p> <p>14 some type of report or repository or database that we</p> <p>15 could look to to find instances where sales reached</p> <p>16 out to compliance and compliance increased URLs?</p> <p>17 A. It was communication through e-mails.</p> <p>18 Q. It would all be e-mail, okay.</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 Q. Sure. I just figured it was worth a shot,</p> <p>24 if they were on your radar or not.</p>
<p style="text-align: right;">Page 187</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 MR. PADGETT: Object to form.</p> <p>7 BY THE WITNESS:</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 189</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

48 (Pages 186 to 189)

Highly Confidential - Subject to Further Confidentiality Review




<p>Page 190</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 192</p> <p>1 the DEA and HDMA, is that correct?</p> <p>2 A. Not HDMA. This was the meeting we had</p> <p>3 with Kyle Wright and Mike Mapes at DEA headquarters in</p> <p>4 October --</p> <p>5 Q. Okay.</p> <p>6 A. -- 2007.</p> <p>7 Q. Did you attend a HDMA meeting on</p> <p>8 October 16th and 17th of 2007?</p> <p>9 A. I -- I don't know.</p> <p>10 Q. Okay. Let me -- let me go back one -- one</p> <p>11 exhibit to Exhibit 18. I will show you what is</p> <p>12 labeled a Draft Summary of HDMA DEA Meeting October 16</p> <p>13 and 17. See if that refreshes your recollection.</p> <p>14 And I'd -- I'd specifically direct your</p> <p>15 attention to the last page of this exhibit, that lists</p> <p>16 the attendees, under "HDMA Members in Person" you are</p> <p>17 the third name.</p> <p>18 A. Then I guess I was.</p> <p>19 Q. Okay. Fair enough.</p> <p>20 So you attended this meeting of the HDMA</p> <p>21 and DEA. You -- you don't recall the meeting</p> <p>22 specifically?</p> <p>23 A. Not specifically.</p> <p>24 Q. Okay.</p>
<p>Page 191</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 Q. Okay. That's fair enough.</p> <p>18 I want to switch to Euson Deposition</p> <p>19 Exhibit 19, which is actually a letter from you,</p> <p>20 October 22nd, 2007, to Kyle Wright. I'll give you a</p> <p>21 minute to take a look at it.</p> <p>22 A. I'm familiar with it.</p> <p>23 Q. Okay.</p> <p>24 You wrote this letter after meeting with</p>	<p>Page 193</p> <p>1 A. I do remember a meeting with Kyle Wright</p> <p>2 there, so it may have been this one.</p> <p>3 Q. And subsequent to this, I'll just refer</p> <p>4 back to Exhibit 19, which is the -- your letter to</p> <p>5 Kyle Wright, so you sent Kyle Wright a piece of</p> <p>6 correspondence, a letter, and it begins with: "Thank</p> <p>7 you for taking the time to meet with Larry Mackey,</p> <p>8 Brian Landry and me at DEA headquarters" and you are</p> <p>9 following up on issues.</p> <p>10 There is a -- a highlighted portion on</p> <p>11 this first page. Can you just read that sentence for</p> <p>12 us?</p> <p>13 A. "In addition, our division management will</p> <p>14 be instructed to review any orders they deem</p> <p>15 suspicious and stop shipment until investigated."</p> <p>16 Q. And I -- you know, I -- I can't tell from</p> <p>17 that sentence, in contrast to your prior testimony,</p> <p>18 was that the practice prior to sending this letter or</p> <p>19 was this a new development?</p> <p>20 A. Rephrase that.</p> <p>21 Q. Prior to writing this letter or prior to</p> <p>22 meeting with Kyle Wright, was division management</p> <p>23 instructed to review any order they deem suspicious</p> <p>24 and stop shipment until investigated?</p>

49 (Pages 190 to 193)






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<p style="text-align: right;">Page 194</p> <p>1 A. Well, as we've discussed before, the --</p> <p>2 the practice was to look at orders at the end of the</p> <p>3 month. This was in the transition phase of -- of, you</p> <p>4 know, when we are going from the manual system to the</p> <p>5 automated system and it was just a reminder to our</p> <p>6 division management that, you know, that we are</p> <p>7 developing this system and that this is -- you know,</p> <p>8 that -- that basically that's going to be the practice</p> <p>9 going forward.</p> <p>10 Q. Did -- did Kyle Wright tell you during</p> <p>11 your meetings with him that the way you were doing</p> <p>12 things prior to CSOMP were insufficient?</p> <p>13 A. Not that I recall.</p> <p>14 Q. So what was the impetus to make the</p> <p>15 change?</p> <p>16 A. As I said, we were already exploring an</p> <p>17 automated system in 2006 and 2007 to improve our</p> <p>18 processes and when we met with DEA in October, they</p> <p>19 asked us if we would put an automated system together.</p> <p>20 And I told them that we had been exploring it but that</p> <p>21 we would make it our priority to put an automated</p> <p>22 system together and -- and put it in practice by</p> <p>23 spring of 2008.</p> <p>24 Q. Okay. You also in this letter describe</p>	<p style="text-align: right;">Page 196</p> <p>1 sending letters to DEA saying this is what you are</p> <p>2 going to -- this is what we are going to do and if you</p> <p>3 don't hear -- and if we don't hear different we</p> <p>4 consider that a yes. So that was the premise that I</p> <p>5 operated under.</p> <p>6 So when I sent these -- these forms to</p> <p>7 them to take a look at, the same way when I informed</p> <p>8 them along the way on how we were developing our</p> <p>9 system, my expectation is if he had an issue with</p> <p>10 something, he would bring it to my attention, not that</p> <p>11 he was going to endorse what we were doing, but if</p> <p>12 there was something that we either misunderstood or</p> <p>13 there was something we were doing wrong, my</p> <p>14 expectation is that he would let us know that, Hey,</p> <p>15 that's not right.</p> <p>16 Q. Okay. You close your letter with a</p> <p>17 commitment to implement all reasonable controls to</p> <p>18 prevent diversion of controlled substances for illicit</p> <p>19 use.</p> <p>20 Did you have something specific in mind</p> <p>21 when you -- when you referred to implementing all</p> <p>22 reasonable controls? Or are you just talking about</p> <p>23 CSOMP or something more than that?</p> <p>24 A. No. Just our -- our everyday commitment</p>
<p style="text-align: right;">Page 195</p> <p>1 new customer due diligence forms and I think you</p> <p>2 previously talked about this in answering another</p> <p>3 question.</p> <p>4 But who developed these forms, was it --</p> <p>5 was it just you or was there a committee of people?</p> <p>6 A. It -- it was just me but it was with</p> <p>7 reference to other materials, materials that DEA had</p> <p>8 given me, materials that I had garnered from HDMA.</p> <p>9 So, you know, all of the wholesalers questionnaires</p> <p>10 were a little bit different, but basically on the same</p> <p>11 theme.</p> <p>12 Q. You say in this letter that you are going</p> <p>13 to send these examples of the new forms to Kyle for a</p> <p>14 review.</p> <p>15 Does -- was it your expectation that he</p> <p>16 was going to comment or edit these forms for you?</p> <p>17 A. No. Historically in communications with</p> <p>18 DEA they give little to no guidance and it had been my</p> <p>19 practice to, when I had discussed something with DEA,</p> <p>20 whether it was a diversion investigator, Kyle Wright,</p> <p>21 I would then put an e-mail together, send it to them</p> <p>22 saying, This is what I understand our discussion was.</p> <p>23 Usually I'd hear nothing, and to me nothing was good.</p> <p>24 There was a practice at one time about</p>	<p style="text-align: right;">Page 197</p> <p>1 to -- to, you know, implement controls to -- to --</p> <p>2 against diversion, not only CSOMP.</p> <p>3 Q. Did you ever hear back from Kyle about the</p> <p>4 customer due diligence forms? Do you know, did he</p> <p>5 ever, like, say, Hey, good job or --</p> <p>6 A. I don't think so, no.</p> <p>7 Q. Okay.</p> <p>8 Okay. Let's see. You -- I'm going to</p> <p>9 turn to Euson Deposition Exhibit 23, which is an</p> <p>10 e-mail, handwritten like a journal entry and, of</p> <p>11 course, a redacted handwritten entry, I'm hoping that</p> <p>12 maybe you'll be able to read. It is also pretty</p> <p>13 difficult to -- to read.</p> <p>14 Once you are ready to talk about that, let</p> <p>15 me know.</p> <p>16 A. Is there something redacted out of that</p> <p>17 e-mail after "order" and the -- it is a little hard to</p> <p>18 follow.</p> <p>19 Q. Which one? After "order" there is, like,</p> <p>20 a space and a period?</p> <p>21 A. Yeah, and then it goes into a monitoring</p> <p>22 program. I guess we don't know what that says.</p> <p>23 Q. Yeah, I don't know. This is how we</p> <p>24 received it, so.</p>

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<p style="text-align: right;">Page 198</p> <p>1 A. Okay.</p> <p>2 Q. So this e-mail is from you dated July 9th,</p> <p>3 2007, to Scott Garriott. I think you -- you</p> <p>4 previously testified that Scott was a DEA employee,</p> <p>5 right?</p> <p>6 A. Diversion investigator in Springfield,</p> <p>7 Illinois.</p> <p>8 Q. And what was your purpose in sending this</p> <p>9 e-mail to Scott?</p> <p>10 A. Can I finish reading it?</p> <p>11 Q. Sure.</p> <p>12 A. My purpose was just to let him know that</p> <p>13 we were working on a -- on an automated system. It</p> <p>14 did not go as scheduled in this e-mail. We had -- we</p> <p>15 had issues in the initial development of the system to</p> <p>16 make it work the way we wanted it to work. So that --</p> <p>17 that highlighted area "beginning Ju-" -- "July 1"</p> <p>18 never occurred.</p> <p>19 Q. So I -- I -- I don't want to testify for</p> <p>20 you, but I take it from this e-mail that that section</p> <p>21 is actually part of what Amerisource sent in its</p> <p>22 e-mail.</p> <p>23 Is -- is that your recollection as well?</p> <p>24 Because your e-mail begins with: "This is a</p>	<p style="text-align: right;">Page 200</p> <p>1 </p> <p>2</p> <p>3</p> <p>4 Q. Okay. There is some handwritten notes on</p> <p>5 the bottom of this e-mail. It says: "Verbal</p> <p>6 response: Format is not required but Smith should</p> <p>7 give it serious consideration."</p> <p>8 Do you know whose handwriting that is?</p> <p>9 A. I don't.</p> <p>10 Q. I'm going to turn to Page 2 and ask if you</p> <p>11 can identify, is that your handwriting?</p> <p>12 A. No.</p> <p>13 Q. Do you recognize that handwriting? Would</p> <p>14 you -- have you seen this document before or that</p> <p>15 entry?</p> <p>16 A. I do not know whose handwriting that is.</p> <p>17 Q. Okay.</p> <p>18 A. I can only make an assumption that it</p> <p>19 might be Garriott's.</p> <p>20 Q. Okay. I'm not sure how we obtained it</p> <p>21 from you all.</p> <p>22 Okay. That -- that's all from that</p> <p>23 exhibit.</p> <p>24 I want to turn to -- and I'm going to give</p>
<p style="text-align: right;">Page 199</p> <p>1 communication that Amerisource sent out to their</p> <p>2 customers. We are close to implementing our system</p> <p>3 but may need to tweak it based on the below."</p> <p>4 And that's what I wanted to understand was</p> <p>5 whether "all of the below" was the Amerisource</p> <p>6 content? I think that -- and that may also explain</p> <p>7 the cutting and pasting or the redaction you were</p> <p>8 asking about.</p> <p>9 MR. YINGLING: Objection to form.</p> <p>10 BY THE WITNESS:</p> <p>11 A. Yeah, I'm speculating that it is.</p> <p>12 BY MR. YOUNG:</p> <p>13 Q. Okay.</p> <p>14 A. Based on the corporate security and</p> <p>15 regulatory affairs stuff.</p> <p>16 </p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 201</p> <p>1 you this one, it's -- because it's got the flags on</p> <p>2 it.</p> <p>3 MS. COOK: Okay.</p> <p>4 MR. YOUNG: And you look -- we'll give them that</p> <p>5 one, that version.</p> <p>6 BY MR. YOUNG:</p> <p>7 </p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 202</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15 BY THE WITNESS:</p> <p>16 A. It would -- it would depict my --</p> <p>17 BY MR. YOUNG:</p> <p>18 Q. Interpretation?</p> <p>19 A. -- opinion -- interpretation.</p> <p>20 Q. So, I think it's 4 --</p> <p>21 MR. PADGETT: You should have been a lawyer.</p> <p>22 THE WITNESS: Before we get into that --</p> <p>23 MR. YOUNG: Yeah.</p> <p>24 THE WITNESS: -- can we take a break?</p>	<p style="text-align: right;">Page 204</p> <p>1 going about it, frankly.</p> <p>2 There is reference made in this document</p> <p>3 and other documents, and I think your testimony today</p> <p>4 included this phrase "know your customer."</p> <p>5 Do you know the origin of the "know your</p> <p>6 customer" phrase?</p> <p>7 A. I'm not exactly sure. I think it is in</p> <p>8 the Chemical Handlers book.</p> <p>9 Q. But --</p> <p>10 A. There may be other reference to it. It's</p> <p>11 kind of a, I don't know, it's -- it's a -- it is -- it</p> <p>12 is something that's kind of the industry DEA expects</p> <p>13 you to know your customer.</p> <p>14 </p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p style="text-align: right;">Page 203</p> <p>1 MR. YOUNG: Oh, sure, by all means. Any time</p> <p>2 you feel the urge, let us know.</p> <p>3 MR. PADGETT: It is almost an hour 15.</p> <p>4 MR. YOUNG: Can we go off the record.</p> <p>5 THE VIDEOGRAPHER: We are off the record at</p> <p>6 2:25 p.m.</p> <p>7 (WHEREUPON, a recess was had</p> <p>8 from 2:25 to 2:31 p.m.)</p> <p>9 THE VIDEOGRAPHER: We are back on the record at</p> <p>10 2:31 p.m.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. When we left off and took a break, we were</p> <p>13 talking about the brief overview that you had drafted.</p> <p>14 You've today looked at it a little bit, but you are</p> <p>15 the author of it.</p> <p>16 </p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24 Q. Okay. That's -- that's a better way of</p>	<p style="text-align: right;">Page 205</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7 BY MR. YOUNG:</p> <p>8 </p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

52 (Pages 202 to 205)

Highly Confidential - Subject to Further Confidentiality Review

Page 206	Page 208
<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 Q. Is H.D. Smith aware of instances in which</p> <p>5 a pharmacy ordered and received more controlled</p> <p>6 substances than it should have been allowed to?</p> <p>7 MR. PADGETT: Object to form.</p> <p>8 BY THE WITNESS:</p> <p>9 A. You'd have to define that.</p> <p>10 BY MR. YOUNG:</p> <p>11 Q. Is H.D. Smith aware of instances in which</p> <p>12 any pharmacy in the country received an order of</p> <p>13 controlled substances that should -- it should not</p> <p>14 have shipped?</p> <p>15 A. If we identified orders that were</p> <p>16 suspicious, we would not have shipped them.</p> <p>17 Q. And I want to clarify. This is for the</p> <p>18 duration of H.D. Smith including before your tenure</p> <p>19 whether or not any customer received an order from</p> <p>20 H.D. Smith that should not have shipped?</p> <p>21 MR. PADGETT: Objection; form, scope.</p> <p>22 BY THE WITNESS:</p> <p>23 A. You'd have to identify the order and --</p> <p>24 and give me more -- more details on that order.</p>	<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
Page 207	Page 209
<p>1 BY MR. YOUNG:</p> <p>2 Q. But you as the chief of compliance have</p> <p>3 not identified any such order?</p> <p>4 A. No.</p> <p>5 Q. I'm going to show you Exhibit 25. We</p> <p>6 won't spend a lot of time on it. It's --</p> <p>7 A. Are we done with that?</p> <p>8 Q. Oh, yeah, we are done with that one.</p> <p>9 That is the -- let me take that one back.</p> <p>10 That's my copy.</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

53 (Pages 206 to 209)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 210</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 Q. Okay. And the current authorized users to</p>	<p style="text-align: right;">Page 212</p> <p>1 described, which is different than when you first</p> <p>2 started with H.D. Smith.</p> <p>3 Is that, that assemblage of people, is</p> <p>4 that the largest the compliance department has been or</p> <p>5 was it larger?</p> <p>6 A. I still at the time had three compliance</p> <p>7 managers in the field. I had a licensing coordinator.</p> <p>8 I had a couple of people at Valley that reported to</p> <p>9 me. I think I might have -- there may have been ten</p> <p>10 or eleven total in the compliance department.</p> <p>11 Q. Was there any point in time in which you</p> <p>12 asked for additional staff in compliance but were not</p> <p>13 given authority to hire additional staff?</p> <p>14 A. No.</p> <p>15 Q. During your tenure in the compliance</p> <p>16 department, is it your opinion that it was adequately</p> <p>17 staffed at all times?</p> <p>18 A. I believe so.</p> <p>19 Q. I'm going to show you what was marked as</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 211</p> <p>1 do that are who?</p> <p>2 A. Currently, I have one compliance</p> <p>3 coordinator that is still working at H.D. Smith. Her.</p> <p>4 Probably P.J.</p> <p>5 Q. Is -- is that because of the</p> <p>6 acquisition --</p> <p>7 A. Yes.</p> <p>8 Q. -- by Amerisource?</p> <p>9 A. Yes.</p> <p>10 Q. Okay.</p> <p>11 A. There has been -- there has been</p> <p>12 transitions into other roles.</p> <p>13 Q. I should have asked. Prior to the</p> <p>14 acquisition by Amerisource, who had the authority to</p> <p>15 increase URLs at H.D. Smith?</p> <p>16 A. It would have been P.J. VanDermeersch,</p> <p>17 she's the -- she would have been the compliance</p> <p>18 manager, she was over licensing but she had</p> <p>19 overreaching duties and responsibilities. It would</p> <p>20 have been Kyle Rieger, who was our compliance manager,</p> <p>21 and then Tyler Walsh, who would have been our</p> <p>22 compliance analyst, and Christina Wools, who is our</p> <p>23 compliance coordinator.</p> <p>24 Q. That's quite a few people that you've</p>	<p style="text-align: right;">Page 213</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

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<div>1 [REDACTED]</div> <div>2 [REDACTED]</div> <div>3 [REDACTED]</div> <div>4 [REDACTED]</div> <div>5 [REDACTED]</div> <div>6 [REDACTED]</div> <div>7 [REDACTED]</div> <div>8 [REDACTED]</div> <div>9 [REDACTED]</div> <div>10 [REDACTED]</div> <div>11 [REDACTED]</div> <div>12 [REDACTED]</div> <div>13 [REDACTED]</div> <div>14 [REDACTED]</div> <div>15 [REDACTED]</div> <div>16 [REDACTED]</div> <div>17 [REDACTED]</div> <div>18 [REDACTED]</div> <div>19 [REDACTED]</div> <div>20 [REDACTED]</div> <div>21 [REDACTED]</div> <div>22 [REDACTED]</div> <div>23 [REDACTED]</div> <div>24 [REDACTED]</div>	<div>Page 216</div> <div>1 [REDACTED]</div> <div>2 [REDACTED]</div> <div>3 [REDACTED]</div> <div>4 [REDACTED]</div> <div>5 [REDACTED]</div> <div>6 [REDACTED]</div> <div>7 [REDACTED]</div> <div>8 [REDACTED]</div> <div>9 [REDACTED]</div> <div>10 [REDACTED]</div> <div>11 [REDACTED]</div> <div>12 [REDACTED]</div> <div>13 [REDACTED]</div> <div>14 [REDACTED]</div> <div>15 [REDACTED]</div> <div>16 [REDACTED]</div> <div>17 [REDACTED]</div> <div>18 [REDACTED]</div> <div>19 [REDACTED]</div> <div>20 [REDACTED]</div> <div>21 [REDACTED]</div> <div>22 Q. I see.</div> <div>23 [REDACTED]</div> <div>24 [REDACTED]</div>
<div>Page 215</div> <div>1 [REDACTED]</div> <div>2 [REDACTED]</div> <div>3 Q. Okay. I was just curious about when we</div> <div>4 dig into the data how we would be able to identify</div> <div>5 those, but I'm not sure that's possible.</div> <div>6 Okay. That's all for that exhibit.</div> <div>7 The next exhibit is No. 27 which is a -- a</div> <div>8 thread, I guess, or a collection of e-mails. It is</div> <div>9 also somewhat small, hard to read. Apologies in</div> <div>10 advance.</div> <div>11 A. This one is easier.</div> <div>12 Q. Okay. So this is a thread, it includes</div> <div>13 you, the -- the -- the top entry is actually to you</div> <div>14 from Dan Howard. It designates Dan Howard as the</div> <div>15 manager of operations in Pompano Beach.</div> <div>16 Is that still the case, is Dan with the</div> <div>17 company still?</div> <div>18 A. He has transitioned to MWI, a division of</div> <div>19 AmerisourceBergen.</div> <div>20 Q. Okay. So I want to just talk a little bit</div> <div>21 about this thread.</div> <div>22 [REDACTED]</div> <div>23 [REDACTED]</div> <div>24 [REDACTED]</div>	<div>Page 217</div> <div>1 [REDACTED]</div> <div>2 [REDACTED]</div> <div>3 [REDACTED]</div> <div>4 [REDACTED]</div> <div>5 [REDACTED]</div> <div>6 [REDACTED]</div> <div>7 [REDACTED]</div> <div>8 [REDACTED]</div> <div>9 [REDACTED]</div> <div>10 [REDACTED]</div> <div>11 [REDACTED]</div> <div>12 [REDACTED]</div> <div>13 [REDACTED]</div> <div>14 [REDACTED]</div> <div>15 [REDACTED]</div> <div>16 [REDACTED]</div> <div>17 [REDACTED]</div> <div>18 [REDACTED]</div> <div>19 [REDACTED]</div> <div>20 [REDACTED]</div> <div>21 [REDACTED]</div> <div>22 [REDACTED]</div> <div>23 [REDACTED]</div> <div>24 [REDACTED]</div>

55 (Pages 214 to 217)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 218</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 Q. Okay. So would it be -- this be an 6 unusual situation? 7 MR. PADGETT: Object to form. 8 BY THE WITNESS: 9 A. I -- I don't know. I don't know what this 10 is. I would have to get more information around this. 11 BY MR. YOUNG: 12 Q. Would it be unusual for an operations 13 manager to be able to release held orders? 14 A. They could have the ability, but it would 15 either be under the -- the restrictions that we put on 16 them that were in the previous policy or they may have 17 con -- they may have been in contact with Lori or 18 myself. I just don't recall, but they are not going 19 to -- the divisions did not just release orders. 20 Q. Evidence of that would be found in the due 21 diligence file for these customers? 22 A. It should be. 23 Q. Okay. The next one is Exhibit 28. This 24 is -- again, is a little easier to read, a shorter</p>	<p style="text-align: right;">Page 220</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 Q. Do you recall this particular thread? 6 A. I don't recall the thread, I recall the 7 pharmacy. 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>
<p style="text-align: right;">Page 219</p> <p>1 e-mail. This is actually dated the same date that the 2 CSOMP divisional policy was created. 3 And I guess it probably makes sense to 4 start with the initial communication in the thread, 5 the -- the actual original -- what's going on here -- 6 the original message was not included here. I don't 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>	<p style="text-align: right;">Page 221</p> <p>1 [REDACTED] 2 [REDACTED] 3 Q. So at the very top -- well -- well, first, 4 there is a -- a response from Bryce to your e-mail 5 where he says: "Can we suggest to the customer to 6 call the DEA diversion for their questions?" 7 And I, you know, we are -- we are at a 8 disadvantage because we don't have the original e-mail 9 that they are referring to here, but your response to 10 that suggestion is at the top. And it's -- can you 11 read that for us? It begins with, "No I wouldn't." 12 A. Can I read the rest of this first? 13 Q. Sure. 14 A. Okay. What's your question? 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

56 (Pages 218 to 221)

Highly Confidential - Subject to Further Confidentiality Review

<p>Page 222</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 224</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 223</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 225</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

57 (Pages 222 to 225)

Highly Confidential - Subject to Further Confidentiality Review

<p>Page 226</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 Q. Do you share your information about</p> <p>22 pharmacies that you've identified as suspicious with</p> <p>23 your other distributor companies, with competitors?</p> <p>24 A. With DEA.</p>	<p>Page 228</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 Q. Does HDMA have any type of information</p> <p>21 sharing between and among distributors about suspect</p> <p>22 or problem pharmacies?</p> <p>23 A. No.</p> <p>24 Q. And you've never had -- you in your role</p>
<p>Page 227</p> <p>1 Q. Just with DEA. Do you know --</p> <p>2 A. Any time that we block a -- a pharmacy</p> <p>3 from controls or we exit the company -- the pharmacy</p> <p>4 altogether based on compliance concerns or if we've</p> <p>5 identified doctors in our -- in our research, we</p> <p>6 notify DEA of that.</p> <p>7 Q. When you take on a new customer, are you</p> <p>8 able to discern whether or not that customer was</p> <p>9 ordering too many controlleds from its prior</p> <p>10 distributor?</p> <p>11 A. We don't have any way of knowing that.</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 229</p> <p>1 as a chief of compliance for H.D. Smith have never had</p> <p>2 communications with any other distributor about</p> <p>3 problem pharmacies?</p> <p>4 A. Now that we've been acquired by</p> <p>5 AmerisourceBergen, we will share a list of customers</p> <p>6 that we have discontinued selling controlled</p> <p>7 substances to.</p> <p>8 Q. With Amerisource?</p> <p>9 A. Yes.</p> <p>10 Q. But not with other distributors?</p> <p>11 A. No.</p> <p>12 Q. Do you think that's something that -- that</p> <p>13 distributors should be able to do?</p> <p>14 A. I would welcome any additional cooperation</p> <p>15 from DEA with the distributors to assist us in this.</p> <p>16 Q. All right. I'm going to turn to -- one</p> <p>17 moment. This is Euson Deposition Exhibit 30. I'll</p> <p>18 give you this one. That's fine. Let me give you this</p> <p>19 one.</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

58 (Pages 226 to 229)

Highly Confidential - Subject to Further Confidentiality Review

<p>Page 230</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 Do you see that?</p> <p>13 A. Yes.</p> <p>14 Q. Can you read that for us?</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 232</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 231</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 233</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

59 (Pages 230 to 233)

Highly Confidential - Subject to Further Confidentiality Review

<p>Page 234</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 236</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 235</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 Q. Okay.</p> <p>8 A. When I came back in April 2009 after</p> <p>9 getting up to speed with policies and -- and</p> <p>10 procedures, we continued to improve our processes.</p> <p>11 Q. Okay.</p> <p>12 A. But all of these things that are on these</p> <p>13 bullet points are things that we do on a regular</p> <p>14 basis.</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 237</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

60 (Pages 234 to 237)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 238</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 Q. Okay.</p> <p>24 I want to show you, this is Exhibit 33.</p>	<p style="text-align: right;">Page 240</p> <p>1 And so that's what a lot of this pertains to.</p> <p>2 Q. Okay. I want to understand a little bit</p> <p>3 about that decision.</p> <p>4 H.D. Smith decided that it should</p> <p>5 discontinue oxycodone sales into Florida of its own</p> <p>6 accord?</p> <p>7 A. Yes.</p> <p>8 Q. Did the DEA have any influence over that</p> <p>9 decision?</p> <p>10 A. No, only through discussions I had with</p> <p>11 DEA about the issues with -- with oxycodone and with</p> <p>12 us being in South Florida, which was kind of the</p> <p>13 epicenter of that issue, that was something that --</p> <p>14 that Chris Smith decided that H.D. Smith should do and</p> <p>15 we did it on our own accord.</p> <p>16 Q. Okay. I want to show you Euson</p> <p>17 Exhibit 35. I'm going to come back -- well, we don't</p> <p>18 need to come back to that one, but this is a letter, I</p> <p>19 believe, from you to Leonard Levin at the DEA dated</p> <p>20 April 27th, 2010.</p> <p>21 So, do you recall this letter?</p> <p>22 A. Yes. I'd have to reread it all --</p> <p>23 Q. Sure.</p> <p>24 A. -- if you want me to answer about it.</p>
<p style="text-align: right;">Page 239</p> <p>1 And this may be something you referred to earlier.</p> <p>2 This is -- it looks like a PowerPoint. Take a look</p> <p>3 and see if that looks familiar to you?</p> <p>4 A. It is familiar to me. I'm not sure if I</p> <p>5 was the one that presented this or not.</p> <p>6 Q. Okay. Is that somewhat consistent with</p> <p>7 the compliance training PowerPoint you described</p> <p>8 earlier?</p> <p>9 A. Yeah, it's some of the information</p> <p>10 that's -- that's usually in our --</p> <p>11 Q. Okay. And turn to -- yours is flagged.</p> <p>12 Let's see. Go to Page 4. It says, "Recent DEA</p> <p>13 Actions. H.D. Smith response in Florida Division."</p> <p>14 What is that referring to?</p> <p>15 Do you recall?</p> <p>16 A. In light of the oxycodone issues that were</p> <p>17 occurring in Florida, and specifically South Florida</p> <p>18 where we had a facility in Pompano Beach, we had been</p> <p>19 in contact -- you know, constant contact, actually,</p> <p>20 with -- with DEA personnel in Florida regarding the --</p> <p>21 the issues of oxycodone. And in response to some</p> <p>22 discussions that I had with DEA, Chris Smith made a</p> <p>23 decision to halt all oxycodone sales into Florida</p> <p>24 until every single account of ours could be visited.</p>	<p style="text-align: right;">Page 241</p> <p>1 Q. And we don't need to do that. I'm just</p> <p>2 going to address some -- some particular points.</p> <p>3 But this references a meeting. And it</p> <p>4 says: "This follows our meeting on Friday,</p> <p>5 April 23rd," which would have been the prior week of</p> <p>6 the -- of this letter. And it says in the highlighted</p> <p>7 portion, can you read that for us: "However"?</p> <p>8 A. "However, given the tone and rhetoric of</p> <p>9 your statements during Friday's meeting, we are also</p> <p>10 concerned that the company is at risk for regulatory</p> <p>11 action by the DEA if it does not reduce sales of</p> <p>12 certain drugs to some of its customers in Florida.</p> <p>13 Accordingly, this letter is to inform you that</p> <p>14 H.D. Smith will immediately reduce sales of oxycodone</p> <p>15 and other controlled substances, as appropriate, to</p> <p>16 the customers you identified during the meeting on</p> <p>17 Friday."</p> <p>18 Q. Okay. So there was a meeting, I take it,</p> <p>19 between you and Mr. Levin on April 23rd, 2010.</p> <p>20 Do you recall that?</p> <p>21 A. Um-hum, yes.</p> <p>22 Q. At that meeting, just based on your letter</p> <p>23 here, it appears that Mr. Levin identified for you and</p> <p>24 for H.D. Smith particular pharmacy customers that it</p>

61 (Pages 238 to 241)

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<p style="text-align: right;">Page 242</p> <p>1 was asking you to reduce sales of oxycodone to.</p> <p>2 Is that correct?</p> <p>3 A. We had a meeting called by DEA. Leonard</p> <p>4 Levin was in headquarters. Also Susan Langston, who</p> <p>5 at the time I think was the group supervisor in the</p> <p>6 Miami district, field office. And I think Gayle Lane</p> <p>7 who was a -- a division -- diversion investigator at</p> <p>8 the time had a meeting and it was -- it was -- there</p> <p>9 was a discussion about the issues with the oxycodone</p> <p>10 in -- in Florida. And, you know, they -- it was a --</p> <p>11 it was a discussion about customers of ours and</p> <p>12 customers in general and -- and the oxycodone issues</p> <p>13 in general.</p> <p>14 Q. The -- the sentence that you read before</p> <p>15 references tone and rhetoric of statements made at the</p> <p>16 meeting by the DEA.</p> <p>17 Do you recall specifically either the tone</p> <p>18 or the rhetoric that the DEA had at that meeting?</p> <p>19 A. It -- it wasn't threatening, but it was to</p> <p>20 the point.</p> <p>21 Q. A decision was made after that meeting,</p> <p>22 which is what this letter is memorializing, to</p> <p>23 immediately reduce sales of oxycodone and other</p> <p>24 controlled to the customers DEA identified.</p>	<p style="text-align: right;">Page 244</p> <p>1 do you recall whether or not H.D. Smith had conducted</p> <p>2 a Level II investigations of any of those customers?</p> <p>3 A. At the time?</p> <p>4 Q. Yes.</p> <p>5 A. I -- I don't know.</p> <p>6 Q. Do you recall in the aftermath of this</p> <p>7 meeting evaluating the specifically identified</p> <p>8 customers identified by the DEA?</p> <p>9 A. I can only speculate that we did. I would</p> <p>10 have to check our due diligence files.</p> <p>11 Q. Do you know if there was a particular</p> <p>12 report that would have been prepared or a memorandum</p> <p>13 that would have been prepared reflecting that</p> <p>14 evaluation of these specifically identified customers</p> <p>15 in Florida?</p> <p>16 A. It would be in our due diligence files.</p> <p>17 Q. Just the individual due diligence file of</p> <p>18 that customer but not a more general document?</p> <p>19 A. I don't know about those specific</p> <p>20 pharmacies. When we -- when we decided to halt all</p> <p>21 sales of oxycodone in Florida, we had kept a -- kind</p> <p>22 of a running spreadsheet on what our due diligence</p> <p>23 efforts are because we had also brought in some</p> <p>24 outside consultants to do site visits. We were, you</p>
<p style="text-align: right;">Page 243</p> <p>1 You mentioned previously that Chris Smith</p> <p>2 made a decision to no longer sell oxycodone in Florida</p> <p>3 at all.</p> <p>4 Did the April 23rd meeting with the DEA</p> <p>5 have any influence on that decision?</p> <p>6 A. Just they did identify a few accounts of</p> <p>7 ours that they had issues with and we needed to do</p> <p>8 more due diligence on. There were already accounts in</p> <p>9 Florida that we had been shutting down due to</p> <p>10 oxycodone sales. And then after that, not only</p> <p>11 through this letter with -- with -- with Leonard</p> <p>12 Levin, I was also in constant contact with Susan</p> <p>13 Langston in -- in the Miami field office and we had</p> <p>14 had discussions about the oxycodone issues in general,</p> <p>15 and it was sometime after this, it wasn't as a direct</p> <p>16 result of this meeting, but it was sometime after this</p> <p>17 that -- that Chris Smith decided that we were going to</p> <p>18 halt all sales of oxycodone until we could get into</p> <p>19 every single customer and do complete new due</p> <p>20 diligence on it, on every customer that we had in</p> <p>21 Florida.</p> <p>22 Q. Do you recall whether or not the customers</p> <p>23 that the DEA identified at that April 23rd meeting</p> <p>24 which you subsequently reduced their oxycodone supply,</p>	<p style="text-align: right;">Page 245</p> <p>1 know, trying to get access to dispensing reports. You</p> <p>2 know, we were doing our own visits. So there was a</p> <p>3 lot of moving parts and so we tried to keep it</p> <p>4 organized with a -- with a spreadsheet and we had</p> <p>5 weekly meetings to discuss the accounts with the</p> <p>6 division and what -- what our actions were.</p> <p>7 Q. Do you know whether or not -- or do you</p> <p>8 recall whether or not the DEA opined that your</p> <p>9 policies and procedures or systems to identify</p> <p>10 suspicious drug orders were insufficient at that</p> <p>11 meeting?</p> <p>12 A. They did not, that I recall.</p> <p>13 Q. Did they make particular feedback to you</p> <p>14 about your policies, procedures or systems to identify</p> <p>15 suspicious orders at that meeting?</p> <p>16 A. Not that I recall.</p> <p>17 Q. Can you read for me the sentence which</p> <p>18 immediately follows the highlighted portion that</p> <p>19 begins with: "In light of"?</p> <p>20 A. Wait. Where are you at?</p> <p>21 Q. The first highlighted portion, it sort of</p> <p>22 ends with "and will continue to review orders of other</p> <p>23 customers." The next sentence there, it is not</p> <p>24 highlighted, it says: "In light of the meeting on</p>

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<p style="text-align: right;">Page 246</p> <p>1 Friday."</p> <p>2 A. "In light of the meeting on Friday,</p> <p>3 H.D. Smith will take and apply the DEA's fade" --</p> <p>4 "feedback to the company's overall policies and</p> <p>5 procedures for identifying suspicious drug orders."</p> <p>6 Q. So reading that, does that refresh your</p> <p>7 recollection about any feedback that the DEA may have</p> <p>8 given you at that meeting about your policies and</p> <p>9 procedures?</p> <p>10 A. I don't recall, but I also -- they would</p> <p>11 not have -- they wouldn't even know what our policies</p> <p>12 and procedures were.</p> <p>13 Q. Do you know if your policies and</p> <p>14 procedures and systems, including the CSOMP that were</p> <p>15 in place in April of 2010, identified any of the</p> <p>16 pharmacy customers which were named by the DEA at that</p> <p>17 April 23rd meeting as suspect or suspicious customers</p> <p>18 in terms of their controlled ordering? In other</p> <p>19 words, were they on your radar?</p> <p>20 A. I don't know without looking at that.</p> <p>21 Q. Okay. Can you read the -- the next</p> <p>22 sentence, which is: "We heard"?</p> <p>23 A. "We heard and understood the DEA's concern</p> <p>24 Friday regarding prescribing issues in Florida."</p>	<p style="text-align: right;">Page 248</p> <p>1 We -- we could not go in to a pharmacy and look at</p> <p>2 prescriptions, that's a HIPAA violation.</p> <p>3 Q. Would a DUR report contain the prescriber</p> <p>4 DEA number?</p> <p>5 A. It depended. At this time -- it depends</p> <p>6 on the timing.</p> <p>7 Q. In -- in 2010?</p> <p>8 A. Sometimes a pharmacy could give us that</p> <p>9 information, sometimes it was not easy to discern the</p> <p>10 prescriptions or the combinations. We could get a</p> <p>11 list of doctors that they were filling for, but not</p> <p>12 the detail. Some pharmacies were able to give that to</p> <p>13 us, some only gave us utilization reports that didn't</p> <p>14 have any doctor information on it and we had to ask</p> <p>15 them and hope that they were telling us the truth</p> <p>16 because we didn't have access to those records.</p> <p>17 Once we were a -- you know, able to get</p> <p>18 Pro Compliance reports, that does identify the doctor</p> <p>19 that prescribes by prescription and that de-identifies</p> <p>20 any of the HIPAA information so there is no HIPAA</p> <p>21 violations.</p> <p>22 Q. Were these issues isolated in a particular</p> <p>23 geographic region of Florida or was it just endemic to</p> <p>24 Florida?</p>
<p style="text-align: right;">Page 247</p> <p>1 Q. And -- and you can go ahead and finish it?</p> <p>2 A. "And we at H.D. Smith hope to work in</p> <p>3 collaboration with the DEA to help address the</p> <p>4 issues."</p> <p>5 Q. That seems to be a larger reference than</p> <p>6 just the pharmacy customers the DEA identified</p> <p>7 prescribing issues in Florida.</p> <p>8 Do you know whether or not those concerns</p> <p>9 are what informed Chris Smith's decision to no longer</p> <p>10 sell oxycodone in Florida?</p> <p>11 A. I believe that what they were referencing</p> <p>12 was the issue with pain clinics, the proliferation of</p> <p>13 pain clinics in Florida. We never sold directly to</p> <p>14 pain clinics, but prescriptions that were written by</p> <p>15 those pain clinic doctors would have filtered out and</p> <p>16 been filled by some of our customers. So -- and the</p> <p>17 reason why we, you know, were insistent on looking at</p> <p>18 prescription data, so that we could identify doctors</p> <p>19 that may have questionable prescribing habits that</p> <p>20 would be filled at our pharmacies.</p> <p>21 Q. You had access to the data to be able to</p> <p>22 identify the providers that were writing the</p> <p>23 prescriptions?</p> <p>24 A. Sometimes we did, sometimes we didn't.</p>	<p style="text-align: right;">Page 249</p> <p>1 A. Population centers. South Florida mainly,</p> <p>2 but over in Tampa, Orlando, Jacksonville.</p> <p>3 MR. PADGETT: The big cities.</p> <p>4 BY MR. YOUNG:</p> <p>5 Q. Okay. One more thing on this one.</p> <p>6 On Page 2, the second -- well, the first</p> <p>7 full paragraph, it begins with: "While H.D. Smith was</p> <p>8 developing and implementing."</p> <p>9 Could you read those two sentences for us?</p> <p>10 A. "While H.D. Smith was developing and</p> <p>11 implementing new and enhanced procedures for SOM,"</p> <p>12 which would be suspicious order monitoring,</p> <p>13 "H.D. Smith provided detailed information to DEA about</p> <p>14 its SOM. The DEA even requested that H.D. Smith enter</p> <p>15 into a memorandum of understanding regarding the SOM."</p> <p>16 Q. Did H.D. Smith ever enter into that</p> <p>17 memorandum un -- of understanding or MOU?</p> <p>18 A. That would be subject to interpretation.</p> <p>19 We had a memorandum of -- of understanding as a result</p> <p>20 of our meeting in October of 2007 where DEA wanted us</p> <p>21 to report suspicious orders to headquarters as opposed</p> <p>22 to the field office as per regulation and then also</p> <p>23 wanted us to report daily sales of all controlled</p> <p>24 substances to DEA on a daily basis. So we complied</p>

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<p style="text-align: right;">Page 250</p> <p>1 with that. We signed the memorandum of understanding.</p> <p>2 We complied with all aspects of it and DEA never</p> <p>3 signed it and they lost it.</p> <p>4 Q. Okay. But it was your intention to enter</p> <p>5 into MOUs?</p> <p>6 A. Yes, operated under the what we thought we</p> <p>7 were supposed to do under the memorandum of</p> <p>8 understanding.</p> <p>9 Q. Do you know, was that typical for the DEA</p> <p>10 to seek MOUs with distributors?</p> <p>11 A. I don't know.</p> <p>12 MR. PADGETT: Object to form.</p> <p>13 BY MR. YOUNG:</p> <p>14 Q. Was it discussed at any of the meetings</p> <p>15 that -- the larger meetings, not the individual</p> <p>16 meetings that you had with the DEA, this idea of</p> <p>17 entering MOUs?</p> <p>18 A. I -- I don't know. I believe there are</p> <p>19 some other wholesalers that -- that do daily</p> <p>20 controlled sales to DEA, but I -- I -- I don't know</p> <p>21 that for sure.</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 252</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p style="text-align: right;">Page 251</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 253</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 BY MR. YOUNG:</p> <p>7 Q. Okay.</p> <p>8 A. It was just a reiteration of what we were</p> <p>9 already doing.</p> <p>10 Q. There is a -- a bullet point beneath there</p> <p>11 which says: "It is extremely important that we know</p> <p>12 our customers" and then there is a reference to</p> <p>13 promotion purchases.</p> <p>14 What is that referring to?</p> <p>15 A. Without further reference, I'm not exactly</p> <p>16 sure.</p> <p>17 Q. Are you familiar with, like, a summer</p> <p>18 sales promotion program?</p> <p>19 A. There was promotions that -- that the --</p> <p>20 that the company would put on, you know, occasionally</p> <p>21 throughout the year.</p> <p>22 Q. Was H.D. Smith concerned from a compliance</p> <p>23 standpoint that promotional purchases that exceed the</p> <p>24 URL would artificially inflate the URL based on your</p>

64 (Pages 250 to 253)

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<p style="text-align: right;">Page 254</p> <p>1 formula?</p> <p>2 A. Early on in my tenure there we stopped any</p> <p>3 controlled substances being offered on promotion.</p> <p>4 Q. Okay. So promotion purchases then</p> <p>5 wouldn't impact suspicious order monitoring?</p> <p>6 A. No, because there were no controlled</p> <p>7 substances that were on promotion.</p> <p>8 Q. Yet under the suspicious order monitoring</p> <p>9 slide of this training module it is specifically</p> <p>10 mentioned?</p> <p>11 A. Again, it was probably just a reiteration</p> <p>12 of what we already had in place.</p> <p>13 Q. Okay.</p> <p>14 A. And that there were no promotion purchases</p> <p>15 or, you know, there were no promotional -- controlled</p> <p>16 substances were not included in any promotional-type</p> <p>17 sales events.</p> <p>18 Q. And then finally, it talks about</p> <p>19 assistance of the sales team and ongoing</p> <p>20 communication.</p> <p>21 Do you recall what kind of message you</p> <p>22 gave during this training about ongoing communication</p> <p>23 with pharmacies from the sales team for suspicious</p> <p>24 order monitoring purposes?</p>	<p style="text-align: right;">Page 256</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19 Q. Okay. I -- I have the memorandum of</p> <p>20 agreement that we talked about before and I want to</p> <p>21 share this with you for one lim- -- very limited</p> <p>22 purpose. This is Exhibit 36.</p> <p>23 And is that the document that you recall,</p> <p>24 the unsigned MOU between H.D. Smith and the DEA?</p>
<p style="text-align: right;">Page 255</p> <p>1 A. I'm going to assume that it's -- it's --</p> <p>2 it's an ongoing communication with the sales staff</p> <p>3 because as I said we used them as our -- to</p> <p>4 communicate with the -- the pharmacies. They had</p> <p>5 the -- the personal relationship with the pharmacies,</p> <p>6 so any time we needed additional information, whether</p> <p>7 it was dispensing information or we were going to do</p> <p>8 an onsite visit, we coordinated that with sales staff.</p> <p>9 Occasionally sales came with us so they could see what</p> <p>10 we were doing when we did our site -- our onsite</p> <p>11 visits, sometimes they didn't, but it was all -- any</p> <p>12 contact with the customers is coordinated through the</p> <p>13 sales rep that was responsible for that account.</p> <p>14 </p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 257</p> <p>1 A. I believe this is.</p> <p>2 Q. And really I just want to use this</p> <p>3 document to refresh your recollection about the timing</p> <p>4 of the implementation of the CSOMP program.</p> <p>5 On the last page there is a reference to</p> <p>6 what I think are your divisions or distribution</p> <p>7 locations. It is called Exhibit 1. And it has dates</p> <p>8 next to them.</p> <p>9 Is that -- well, let me ask you this way:</p> <p>10 What do these locations and dates represent to you?</p> <p>11 A. Well, it is not all of our distribution</p> <p>12 centers, so I'm not exactly sure, but I -- if -- if I</p> <p>13 could compare this with our documents, I would assume</p> <p>14 that this is when we rolled out CSOMP to our -- these</p> <p>15 divisions, but there were -- there are more divisions,</p> <p>16 so I don't know.</p> <p>17 Q. Sure.</p> <p>18 But I guess at the time that this document</p> <p>19 was created, this was the -- the state of affairs?</p> <p>20 MR. PADGETT: Object to form.</p> <p>21 BY THE WITNESS:</p> <p>22 A. I can only assume, because it's not a</p> <p>23 complete list, that this is the timeline that we</p> <p>24 reported to DEA that we would roll out our CSOMP</p>

65 (Pages 254 to 257)

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<p style="text-align: right;">Page 258</p> <p>1 system to the various divisions.</p> <p>2 BY MR. YOUNG:</p> <p>3 Q. Okay. Okay. Thank you.</p> <p>4 We are getting there. Are you okay as far</p> <p>5 as -- everyone at the end?</p> <p>6 A. I'm fine.</p> <p>7 Q. Bladders are nice and dry.</p> <p>8 This next document, which is Exhibit 37,</p> <p>9 it is a little lengthier, and let's give him that</p> <p>10 version. I want to use this one.</p> <p>11 So this, again, may be a document that you</p> <p>12 have never seen, but that nonetheless has been</p> <p>13 provided to us, which is a report of investigation by</p> <p>14 the DEA.</p> <p>15 Have you ever seen that document?</p> <p>16 A. I think I've -- it -- I think this -- I've</p> <p>17 seen this in -- in connection with SafeScript cases.</p> <p>18 Q. Okay. I want to direct your attention to</p> <p>19 Page 13 of this document regarding ARCOS reporting.</p> <p>20 A. I think there were numbers somewhere. Oh.</p> <p>21 MR. PADGETT: Page 13 of 24?</p> <p>22 MR. YOUNG: I believe so. That's what my notes</p> <p>23 reflect.</p> <p>24 MS. COOK: HDS_Euson_00165 -- 166.</p>	<p style="text-align: right;">Page 260</p> <p>1 in their NDC files and we report it and they send it</p> <p>2 back as an error. There is a -- it -- it's a -- we</p> <p>3 report monthly for all of our DCs and there is</p> <p>4 always -- I don't want to say always, but it is not</p> <p>5 uncommon to have errors in ARCOS reporting.</p> <p>6 Q. But in your role as chief of compliance</p> <p>7 during your tenure, have you uncovered more than a</p> <p>8 one-off type ARCOS reporting problem?</p> <p>9 A. No.</p> <p>10 Q. So the data that the DEA has in its ARCOS</p> <p>11 database regarding H.D. Smith transactions would be</p> <p>12 accurate aside from a handful of errors you described?</p> <p>13 A. I can't speak to the accuracy of DEA</p> <p>14 records.</p> <p>15 Q. The -- the data that you reported to the</p> <p>16 DEA in the ARCOS data stream, upstream to the DEA,</p> <p>17 that would be accurate for the most part?</p> <p>18 A. To the best of my knowledge.</p> <p>19 Q. The -- this document also references, I</p> <p>20 think it's -- I'll find it in a sec -- oh, here it is.</p> <p>21 On Page 4 of this document, it references DEA reg --</p> <p>22 oh, wait, I'm sorry. That's not correct. I'm looking</p> <p>23 for the section that has the 12 vendors that were no</p> <p>24 longer -- this right here.</p>
<p style="text-align: right;">Page 259</p> <p>1 MR. YOUNG: Ah, there we are, yes.</p> <p>2 MR. MARTINEZ: Bates No. 166.</p> <p>3 BY MR. YOUNG:</p> <p>4 Q. So I'm sorry. It's Page 14 of 24, and</p> <p>5 it's Section H, ARCOS Reporting. This report</p> <p>6 references errors in H.D. Smith's reporting of its</p> <p>7 ARCOS data to the DEA.</p> <p>8 Are you familiar with that issue from</p> <p>9 2006?</p> <p>10 A. Yes.</p> <p>11 Q. Do you recall the cause of the problem</p> <p>12 with the ARCOS reporting in 2006?</p> <p>13 A. My understanding, it was something to do</p> <p>14 with an IT glitch in our system that had -- that was</p> <p>15 corrected, but that was -- I don't know all of the</p> <p>16 technical parts of it.</p> <p>17 Q. Sure.</p> <p>18 Are you familiar with any other glitches</p> <p>19 in ARCOS reporting from H.D. Smith to the DEA aside</p> <p>20 from the -- the one referenced here in 2006?</p> <p>21 A. There is -- there is occasional errors</p> <p>22 in -- in reporting, and it can be a variety of</p> <p>23 different reasons for it. It could be, you know, an</p> <p>24 ND -- a new product that DEA doesn't have a record of</p>	<p style="text-align: right;">Page 261</p> <p>1 We'll find this reference in just a</p> <p>2 second, but the DEA notified H.D. Smith that 12 of its</p> <p>3 customers' DEA registration numbers were no longer</p> <p>4 valid.</p> <p>5 Is that -- is that typical, obviously we</p> <p>6 are --</p> <p>7 A. Can you show me where --</p> <p>8 Q. Yeah, we will, but --</p> <p>9 MS. COOK: HDS_EUSON_00167 on the top of the</p> <p>10 page.</p> <p>11 MR. YOUNG: Page 15 of 24.</p> <p>12 BY THE WITNESS:</p> <p>13 A. Page what? I'm sorry.</p> <p>14 BY MR. YOUNG:</p> <p>15 Q. It's in the -- it's in the continuation of</p> <p>16 that ARCOS section, I believe. It is the last two</p> <p>17 sentences:</p> <p>18 "H.D. Smith had also been notified by</p> <p>19 ARCOS of approximately 12 vendors and a few customers</p> <p>20 whose DEA registration were being used to report</p> <p>21 transactions were no longer valid. These problems are</p> <p>22 in violation of 21 CFR 1304.33."</p> <p>23 Is that the only instance of this that you</p> <p>24 are aware of or is this fairly common that people lose</p>






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<p style="text-align: right;">Page 262</p> <p>1 their DEA registration numbers and they don't notify 2 H.D. Smith and so you keep doing business with them? 3 A. I know what the issue with the vendors 4 was. We had, and it was a rela- -- relatively new 5 process of manufacturers using third-party logistics 6 companies back in 2006. So if we had a manufacturer 7 that we were purchasing from, at this point we had 8 their DEA -- their DEA registration on file. We were 9 purchasing from them. They, in turn, instead of 10 shipping it from their DEA-registered site would ship, 11 have it shipped from a third-party logistics company, 12 which could be UPS. 13 Q. I see. 14 A. And it would come in from UPS, it would 15 have an -- and according to regulation, you have to 16 buy -- or you -- you have to reflect the DEA 17 registration from who you received the product from. 18 So it was inaccurate reflection of -- that we got the 19 product from, say, UPS instead of from Mallinckrodt. 20 I'm just -- I'm throwing those examples out. That was 21 the issue with these. 22 Q. No, I understand. 23 A. And we did correct it and we made -- we 24 made modifications to our paperwork that our</p>	<p style="text-align: right;">Page 264</p> <p>1 is actually to you. 2 A. Right. 3 Q. Are you familiar with this document? 4 A. Not particularly. I know it's addressed 5 to me and I'm sure that I got it back in 2010. I know 6 Andrew Burchard was a -- at the time we had an 7 internal audit team. 8 Q. I direct your attention to the second 9 page of the document. It talks about missing customer 10 due diligence profiles and site visit limitations. 11 And let's just kind of walk through these highlighted 12 portions here. The first one is titled "Missing 13 Customer Due Diligence Profiles." 14 Can you read that? 15 A. "None of Division 3 Smith Medical Partner 16 profiles have been completed" -- "completed at this 17 time." 18 Q. What is Division 3? 19 A. Smith Medical Partners was our 20 specialty -- our specialty division that service 21 mainly doctors' offices. 22 Q. And the next highlighted section says: 23 "Profiles have not been completed for the Smartsources 24 customers in the CA," I don't know if that's</p>
<p style="text-align: right;">Page 263</p> <p>1 purchasing department used to make sure that we knew 2 where the product was coming from, if it wasn't coming 3 from the -- the actual manufacturer's registered 4 facility but it was coming from a third-party 5 logistics or a contract manufacturer, there is a lot 6 of different variables in there, but... 7 And the customers, I don't know the exact 8 issue with that. We do now have a -- a daily feed 9 of -- from a company called NTIS. They work with DEA. 10 And those -- those numbers daily are bounced against 11 our customer lists and if anyone -- if there is an 12 issue, our system automatically stops any sales to 13 that customer. 14 Q. When did that contract with NTIS begin? 15 A. We've had it for a while. I believe at 16 one point it was a weekly feed and then they offered a 17 daily feed and we went to the daily feed and I don't 18 know if that's why there was a -- a issue with a few 19 customers here. I'd -- I'd have to look into it 20 further to -- to give you a better explanation. 21 Q. Okay. I'm going to turn to Exhibit 38. 22 Exhibit 38, why don't you take a look. I think you 23 authored this document. 24 Well, I'm sorry, you didn't author. This</p>	<p style="text-align: right;">Page 265</p> <p>1 California division? 2 A. Yes. 3 Q. What is Smartsources customers? 4 A. Smartsources is a generic program run by 5 H.D. Smith to increase sales of generics. And I'm not 6 avoiding your question. I'm getting my head around 7 it -- 8 Q. Yeah. 9 A. -- Smartsources. It's a -- it's not a -- 10 it's not a separate division. It's a program where 11 they have -- market to -- to customers to increase 12 generic sales. 13 Q. Did that include controlled substances 14 like opioids? 15 A. They are not -- they do not sell C-III's. 16 Q. Okay. So no Smartsources customers receive 17 C-III's? 18 A. And they weren't allowed to have -- we 19 wouldn't sell them controlled substances unless we had 20 profiles and vetted them out first. 21 Q. Okay. 22 A. So there may not have been profiles done 23 on all of them, but they weren't buying controls. 24 Q. Without the profiles --</p>

Highly Confidential - Subject to Further Confidentiality Review

Page 266	Page 268
<p>1 A. Yes.</p> <p>2 Q. -- they can't get controlled?</p> <p>3 Okay. So I want to skip down to the Site</p> <p>4 Visit Limitations section just below there.</p> <p>5 It says -- are you -- go -- can you go</p> <p>6 ahead and read that paragraph for us?</p> <p>7 A. "It was determined through testing that</p> <p>8 the customer site visit control is effective.</p> <p>9 However, with current resources the compliance team is</p> <p>10 unable to complete all needed site visits within the</p> <p>11 year. Current high risk customer population was</p> <p>12 estimated at 200, but is likely substantially larger</p> <p>13 than that. Only 37.5 percent of the current high risk</p> <p>14 customer population can be visited with current</p> <p>15 resources."</p> <p>16 Q. Do you agree with that site visit</p> <p>17 limitation assessment from Mr. Burchard? "You"</p> <p>18 meaning H.D. Smith. I should clarify.</p> <p>19 A. Yeah, I -- I understand.</p> <p>20 MR. PADGETT: Object to the form.</p> <p>21 BY THE WITNESS:</p> <p>22 A. I don't -- without more context around</p> <p>23 this, I don't recall what he was talking about here</p> <p>24 and what he was considering high risk customers and</p>	<p>1 me with more staffing, I'd take it.</p> <p>2 Q. Okay. I think earlier I asked you whether</p> <p>3 you had ever requested and were denied more staffing</p> <p>4 and your answer was no, right?</p> <p>5 A. No. We continually through my tenure</p> <p>6 increased our staff.</p> <p>7 Q. At the time that this audit was done and</p> <p>8 the findings clearly were routed to you, you were</p> <p>9 identified on the document as management owner and it</p> <p>10 was addressed to you, there is an audit recommendation</p> <p>11 of additional staffing to conduct these site visits.</p> <p>12 Do you recall whether or not any</p> <p>13 additional staffing was provided to you to achieve</p> <p>14 these site visits?</p> <p>15 A. I would have to have the dates of</p> <p>16 engagement, but I know that, you know, our -- from</p> <p>17 2010 our staffing did increase.</p> <p>18 Q. Do you know whether or not the high risk</p> <p>19 customer population which in this report is estimated</p> <p>20 at 200, whether or not that customer population was</p> <p>21 visited within the year?</p> <p>22 A. I would not know that without knowing who</p> <p>23 those customers are and I -- I don't know what his</p> <p>24 definition of the high risk customer base is.</p>
Page 267	Page 269
<p>1 how he estimated it at 200. I don't know what</p> <p>2 criteria he was using. He was an internal auditor</p> <p>3 with no compliance experience.</p> <p>4 Q. How many site visits could the compliance</p> <p>5 team conduct within one year in the year 2010, as</p> <p>6 staffed in 2010?</p> <p>7 A. I can't recall how many we had.</p> <p>8 The only way I can answer that is that</p> <p>9 I -- that's a -- site visits were -- were performed</p> <p>10 as -- on an as-needed basis for customers that we</p> <p>11 determined that we needed to go visit to do additional</p> <p>12 due diligence on and we did those in a timely manner.</p> <p>13 You know, they were -- I -- I had people in</p> <p>14 California, I had people in Florida, I had people up</p> <p>15 in the northeast, myself in the Midwest. We've used</p> <p>16 outside sources at times to do due diligence. So we</p> <p>17 were adequately staffed --</p> <p>18 Q. Okay. So --</p> <p>19 A. -- in my opinion.</p> <p>20 Q. -- do you disagree with the audit</p> <p>21 recommendation about additional staffing for</p> <p>22 completing customer profiles and visits?</p> <p>23 A. That's a loaded question because I thought</p> <p>24 we were adequately staffed, but if this would provide</p>	<p>1 Q. If you received this recommendation about</p> <p>2 your department compliance that used the term "high</p> <p>3 risk customer population," would you inquire of the</p> <p>4 auditor what he means by that?</p> <p>5 A. Without seeing my response, I don't know,</p> <p>6 but I'm assuming I would.</p> <p>7 Q. You don't recall sitting here how you</p> <p>8 handled the receipt of this report?</p> <p>9 A. No.</p> <p>10 Q. You have not used the term "high risk" to</p> <p>11 refer to your pharmacy customers, that's not a phrase</p> <p>12 that compliance uses?</p> <p>13 A. I -- I can't be certain that term has</p> <p>14 never been used.</p> <p>15 Q. By you?</p> <p>16 A. I may have.</p> <p>17 Q. Is there another term of art or euphemism</p> <p>18 that you might use within the compliance department to</p> <p>19 refer to customers that someone else may refer to as</p> <p>20 high risk?</p> <p>21 A. If someone referred a customer to me that</p> <p>22 they thought was high risk, it would be someone that</p> <p>23 we would do extensive due diligence, again --</p> <p>24 Q. What is another --</p>

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 270</p> <p>1 A. -- depending on who it was.</p> <p>2 Q. What is another term that you would use to</p> <p>3 describe such a customer?</p> <p>4 A. If I was to use the term "high risk," I</p> <p>5 would assume that they most likely would not be a</p> <p>6 customer of ours anymore. I just -- I can't tell you</p> <p>7 that that's a normal --</p> <p>8 Q. Let me give you a better, more concrete</p> <p>9 example.</p> <p>10 </p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20 A. You know, and -- and it depended on</p> <p>21 various times of our investigation of them and our --</p> <p>22 our investigation around the -- the -- the primary</p> <p>23 prescriber, the pharmacy itself.</p> <p>24 When we decided to stop doing business</p>	<p style="text-align: right;">Page 272</p> <p>1 A. No.</p> <p>2 Q. And --</p> <p>3 A. Now I'm thinking that Mallinckrodt</p> <p>4 instituted it. I don't know of -- I know -- I see</p> <p>5 this date, 2012. I don't know where in the process,</p> <p>6 if that was the beginning of when they instituted</p> <p>7 these meetings, but, you know, they reached out to us</p> <p>8 to meet with them and we met with them on a -- on a</p> <p>9 regular basis. We had conversations with them</p> <p>10 regularly.</p> <p>11 </p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>
<p style="text-align: right;">Page 271</p> <p>1 with a customer or blocked our controls, when we</p> <p>2 contacted DEA, we didn't use the term "high risk," we</p> <p>3 used -- we just said that due to our -- basically due</p> <p>4 to our compliance review, we were no longer going to</p> <p>5 con- -- provide this pharmacy with controlled.</p> <p>6 </p> <p>7</p> <p>8</p> <p>9</p> <p>10 Q. Okay.</p> <p>11 </p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16 Do you recall receiving this document?</p> <p>17 A. I'm sure I did.</p> <p>18 Q. Do you recall attending a meeting with</p> <p>19 Mallinckrodt about suspicious order monitoring?</p> <p>20 A. I attended several meetings with</p> <p>21 Mallinckrodt to discuss accounts and controlled</p> <p>22 substances in general.</p> <p>23 Q. Was that typical among your manufacturer</p> <p>24 vendors?</p>	<p style="text-align: right;">Page 273</p> <p>1 </p> <p>2</p> <p>3</p> <p>4</p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

Highly Confidential - Subject to Further Confidentiality Review

Page 274	Page 276
<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 Q. Yeah, and I'm specifically referring to,</p> <p>9 like, a compliance issues?</p> <p>10 A. No.</p> <p>11 Q. No.</p> <p>12 A. We just did this as we agreed to meet with</p> <p>13 them.</p> <p>14 Q. Mallinckrodt approached you about</p> <p>15 meeting --</p> <p>16 A. They did.</p> <p>17 Q. -- about suspicious order monitoring?</p> <p>18 A. About controls, not about suspicious order</p> <p>19 monitoring.</p> <p>20 Q. Do you know the impetus, why Mallinckrodt</p> <p>21 decided to start doing that? Did they share that with</p> <p>22 you?</p> <p>23 A. I do not know.</p> <p>24 MR. MILLER: Hayden Miller on behalf of</p>	<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
Page 275	Page 277
<p>1 Mallinckrodt objecting to the form and scope.</p> <p>2 BY MR. YOUNG:</p> <p>3 Q. I'm sorry. I didn't hear your answer.</p> <p>4 A. I do not know.</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>1 Q. Do you use drug utilization reports on</p> <p>2 pharmacies that have multiple distributors, is that</p> <p>3 like a -- if -- if the pharmacy has multiple</p> <p>4 distributors, then you do a drug utilization report or</p> <p>5 is there no connection between the two?</p> <p>6 A. It would depend on the circumstances.</p> <p>7 Many times we wouldn't know that information.</p> <p>8 Q. Okay. We'll shift gears to another</p> <p>9 document.</p> <p>10 MR. PADGETT: Maybe a --</p> <p>11 MR. YOUNG: Break?</p> <p>12 MR. PADGETT: -- heading down the stretch break?</p> <p>13 We've been going a good --</p> <p>14 MR. YOUNG: Do you guys want to take a break?</p> <p>15 THE WITNESS: Sure.</p> <p>16 MR. PADGETT: Yeah.</p> <p>17 MR. YOUNG: Go off the record.</p> <p>18 THE VIDEOGRAPHER: We are off the record at</p> <p>19 4:13 p.m.</p> <p>20 (WHEREUPON, a recess was had</p> <p>21 from 4:13 to 4:24 p.m.)</p> <p>22 THE VIDEOGRAPHER: We are back on the record at</p> <p>23 4:24 p.m.</p> <p>24 BY MR. YOUNG:</p>

70 (Pages 274 to 277)

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<p style="text-align: right;">Page 278</p> <p>1 Q. Mr. Euson, do you recall your Texas 2 facility, I'll call it H.D. Smith Texas division, 3 receiving a -- a DEA, what do we call this, a Formal 4 Notification of Deficiencies in 2014? 5 A. You'd have to show it to me. 6 Q. I -- I will certainly do so. I just 7 wanted to see if you recall before I did. I'm handing 8 you Exhibit 41, which is a letter to H.D. Smith from 9 the DEA dated November 21, 2014. 10 A. I don't recall seeing this. This -- I 11 wasn't at H.D. Smith at the time. 12 Q. Okay. When you returned to H.D. Smith 13 most recently, is this something that you would have 14 been made aware of or just it happened while you were 15 gone and you would never learn of it? 16 A. I'd have to read through this to see 17 exactly what it is detailing. 18 Q. If you're not familiar with the substance 19 of this violation letter -- let me ask you: What did 20 you do to prepare for today's deposition? 21 A. I went through -- 22 MR. PADGETT: Object to form. 23 BY MR. YOUNG: 24 Q. Well, I'm concerned because this is a</p>	<p style="text-align: right;">Page 280</p> <p>1 statement you made, which topic are you aligning with 2 this Exhibit 41? 3 MR. YOUNG: What do you mean which topic, which 4 30(b)(6)? 5 MR. PADGETT: Which 30(b)(6) topic that you are 6 suggesting he wasn't adequately prepared for. 7 MR. YOUNG: Sure. Relating -- well, hold on a 8 minute here. 9 MR. PADGETT: It doesn't really seem to fit 10 under administrative actions. 11 MR. YOUNG: Your interact -- No. 7: "Your 12 interaction with the DEA related to the scheduling of 13 controlled substances." 14 MR. PADGETT: Scheduling, that's not even close. 15 MR. YOUNG: I'm just going through them one by 16 one. 17 MR. PADGETT: There is nothing to prep on that. 18 MR. YOUNG: Hold on. I've got to go to the 19 first one. While you are reading that. 20 MR. PADGETT: Sorry. I'm pretty anal about 21 30(b)(6) reps. 22 MR. YOUNG: Oh, we'll -- we'll present this 23 tomorrow, too, sorry. Don't worry. 24 Where is my little guy. Here we go. I've</p>
<p style="text-align: right;">Page 279</p> <p>1 letter from the DEA indicating violations at a Texas 2 facility and a representative from H.D. Smith needs to 3 be here today to talk about CSOMP and its suspicious 4 order monitoring violations and you're not familiar 5 with this -- this incident in H.D. Smith's history. 6 And I want to understand is that because 7 this was overlooked or because it happened while you 8 were gone, did you fail to prepare for the -- this 9 type of information? This document was provided to us 10 by your counsel. 11 MR. PADGETT: Object to form. 12 You can answer. 13 BY THE WITNESS: 14 A. That wasn't my answer. My answer was, 15 yeah, I'd have to -- I said I'd have to read through 16 this to see what -- what the -- the violations are. I 17 may have when I came back seen this, I may not have. 18 I don't recall. But that doesn't mean that -- if I 19 read through this, I may be able to answer some of 20 your questions. 21 BY MR. YOUNG: 22 Q. Sure. Please take the time to read 23 through it. 24 MR. PADGETT: In light of the -- kind of the</p>	<p style="text-align: right;">Page 281</p> <p>1 got it. 2 The First Amended Notice, Letter H, Letter 3 G, Letter A, Letter I, Letter J, specifically 4 Letter M. That ought to do it. 5 BY MR. YOUNG: 6 Q. Are you familiar with the document? 7 A. I know what it is. I'm not familiar with 8 it. I -- I may have seen it, I may not have. 9 Do you have any other information as far 10 as like the -- the response that we would have written 11 within 30 days? 12 Q. I'm really limited to what your counsel 13 provides to me, so I'm not -- 14 A. I mean, this -- I mean, this is not like a 15 formal action. It's a -- you know, it's a 16 notification, you have time to -- you have 30 days to 17 address what they have noted in here, and I don't know 18 just from this letter, like as with three, with -- 19 with the order monitoring, you know, what -- what the 20 reference is. 21 Q. Yeah, that's -- that's really what I 22 wanted to -- to focus on was No. 3. 23 A. I don't know if there were specific 24 details that they gave the division that -- that</p>

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<p style="text-align: right;">Page 282</p> <p>1 brought them to this conclusion. I -- I do not know 2 that based on the information that -- that's here in 3 this letter. 4 Q. So earlier in the very beginning of this 5 deposition I asked you whether or not H.D. Smith had 6 ever been in violation of the CSA requirements, and I 7 believe your testimony was, no, it had not. Yet in 8 No. 3 of this letter, the DEA says: 9 "The firm did not operate a system to 10 disclose to the registrant suspicious orders of 11 controlled substances in violation of 21 USC 827(d) 12 and 1301.74(b)(2)." 13 So I understand your testimony today is 14 you're not familiar with this and you don't have a 15 background in understanding what happened in Texas, 16 but in light of this letter and what I've just read to 17 you, do you wish to change your testimony with regard 18 to whether or not H.D. Smith has always been in 19 compliance with the CSA? 20 A. No, because this -- this letter doesn't 21 give us enough information to know where they are 22 going with this. You have -- you have 30 days to 23 respond. I don't recall that there was any official 24 letter of admonition or anything else that would have</p>	<p style="text-align: right;">Page 284</p> <p>1 H.D. Smith? 2 A. Yes. 3 Q. This is a pretty significant finding by 4 the D -- DEA? 5 A. Any -- any time -- 6 MR. PADGETT: Object to form. 7 BY THE WITNESS: 8 A. -- if you were to get any type of letter 9 like this we would take it seriously, because we take 10 our responsibility seriously. 11 BY MR. YOUNG: 12 Q. Do you recall during your tenure, so only 13 the time when you were there, receiving a letter like 14 this from the DEA? 15 A. Not particularly. 16 Q. When did you return to H.D. Smith? 17 A. During this time period? 18 Q. Yes, sir, after this letter. 19 A. May 31st, 2016. 20 Q. And you don't recall in 2016 or any point 21 thereafter discussing issues out of the Fort Worth 22 division relating to this DEA letter? 23 A. Not specifically, no. 24 Q. Who -- who held your position at the time</p>
<p style="text-align: right;">Page 283</p> <p>1 gone with this. So I don't know if this was explained 2 away, if it was, you know, satisfactory to DEA. There 3 is not enough information to answer your question just 4 based on this document. 5 Q. That's what I was hoping to obtain from 6 your testimony today, but you're not familiar enough 7 to give me testimony. 8 A. Well, not without knowing what the 9 response was and getting more background into this. 10 Q. How about with regard to No. 1 of this 11 letter: 12 "A controlled substance accountability 13 audit revealed the firm did not maintain complete and 14 accurate records of controlled substances distributed 15 by the firm. This is a violation of 21 USC 827(a)(3) 16 and 21 CFR 1304.21(a)." 17 Do you have any recollection as to whether 18 or not H.D. Smith responded to this particular aspect 19 of this Texas violation? 20 A. I'm assuming they did. 21 Q. Who would it have been at H.D. Smith that 22 would have responded? 23 A. November 2014, I don't know. 24 Q. Would this type of letter be a big deal to</p>	<p style="text-align: right;">Page 285</p> <p>1 of this letter, November 21, 2014? 2 A. There -- prior to my coming back a Tracey 3 Hernandez was the vice president of compliance and 4 security. I do not know her dates of -- of -- of 5 employment. I know after I left in 2013, one of my 6 compliance managers, Bill Stivers, assumed some of the 7 duties that I was doing, but without further 8 information regarding this, I can't answer that 9 question as to who would have responded to this. 10 Q. Is this type of document something which 11 would have triggered a review by attorneys for 12 H.D. Smith, either internal or external? 13 MR. PADGETT: I'll object to form. 14 Go ahead. 15 BY THE WITNESS: 16 A. Again, without the proper context on these 17 three items, I can't answer that. I don't know. 18 BY MR. YOUNG: 19 Q. If you received a letter like this when 20 you were the chief of compliance, what would you do 21 with it? 22 A. I would have investigated it. I would 23 have gotten with the -- Tim Van Bakel who was the 24 operations manager at that division and discussed what</p>

Highly Confidential - Subject to Further Confidentiality Review

Page 286	Page 288
<p>1 the findings were --</p> <p>2 Q. Is Mr. Van Bakel --</p> <p>3 A. -- and all of the situa- -- you know, the</p> <p>4 situation surrounding it.</p> <p>5 Q. Is he still with the company?</p> <p>6 A. He is.</p> <p>7 Q. Do you know whether or not he is still in</p> <p>8 charge of the Texas division?</p> <p>9 A. He is. They have since moved.</p> <p>10 Q. If you received a letter like this, would</p> <p>11 you refer this or forward it to inside or -- or</p> <p>12 outside counsel for the company?</p> <p>13 A. Again, it would have -- it would have</p> <p>14 depended on the circumstances surrounding this and if</p> <p>15 there was explanations or remedies, it -- it -- it</p> <p>16 would all depend.</p> <p>17 Q. I want to show you -- I'm going to move</p> <p>18 off of this document. You don't have any particular</p> <p>19 knowledge about it.</p> <p>20 MR. YOUNG: I may want to revisit this document.</p> <p>21 I think we are going to reserve our rights to revisit</p> <p>22 this particular topic. It may be isolated to Texas.</p> <p>23 I don't know. But obviously we want to talk about the</p> <p>24 violations in Texas and what was done with them and</p>	<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
Page 287	Page 289
<p>1 the witness isn't prepared today to talk about that.</p> <p>2 So we are going to reserve our rights to revisit that</p> <p>3 particular issue.</p> <p>4 MR. PADGETT: I'm going to object to the</p> <p>5 assumption of violations -- the allegations of</p> <p>6 violations.</p> <p>7 BY MR. YOUNG:</p> <p>8 Q. Okay. So, I want to show you now</p> <p>9 Exhibit 42-ish. Yes, Exhibit 42, if you will.</p> <p>10 And that one is particularly small. I</p> <p>11 apologize. You might be better served looking at the</p> <p>12 screen, although I'm not even sure that's a very good</p> <p>13 copy.</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

73 (Pages 286 to 289)

Highly Confidential - Subject to Further Confidentiality Review

<p>Page 290</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 292</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 291</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 293</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 Q. But it wasn't -- it wasn't part of the</p> <p>6 system prior to your departure?</p> <p>7 A. No.</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>

74 (Pages 290 to 293)

Highly Confidential - Subject to Further Confidentiality Review

<p>Page 294</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 296</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 295</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 297</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>


75 (Pages 294 to 297)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 298</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p style="text-align: right;">Page 300</p> <p>1 Q. When did you -- when did you first see</p> <p>2 that?</p> <p>3 A. I don't know when I originally first saw</p> <p>4 it. I had reviewed it.</p> <p>5 Q. There is a section in that brief on Page 2</p> <p>6 which says: "HDMA's members have not only statutory</p> <p>7 and regulatory responsibilities to detect and prevent</p> <p>8 diversion of controlled prescription drugs" --</p> <p>9 A. Wait. Wait. Where -- where are you --</p> <p>10 MR. PADGETT: This, Page 2.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. Yeah, Page 2. It should be highlighted on</p> <p>13 your -- your copy. That "HDMA's members."</p> <p>14 A. Okay.</p> <p>15 Q. Okay. Can you go ahead and read that</p> <p>16 paragraph for us? And then I want to ask you about</p> <p>17 H.D. Smith's opinions about that paragraph.</p> <p>18 A. "HDA's" -- "HDMA's members have not only</p> <p>19 statutory and regulatory responsibilities to detect</p> <p>20 and protect diversion of controlled prescription</p> <p>21 drugs, but undertake such efforts as responsible</p> <p>22 members of society. The public health dangers</p> <p>23 associated with the diversion and abuse of controlled</p> <p>24 prescription drugs have been well recognized over the</p>
<p style="text-align: right;">Page 299</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 Q. Okay. That's it for that document.</p> <p>18 Hold on. We are going to skip ahead a</p> <p>19 little bit. 46. Okay.</p> <p>20 I'm going to hand you Exhibit 46. Which</p> <p>21 is a lengthy document. It is the amicus brief of the</p> <p>22 HDMA in support of Cardinal Health.</p> <p>23 Have you seen that amicus brief before?</p> <p>24 A. I have.</p>	<p style="text-align: right;">Page 301</p> <p>1 years by Congress, DEA, HDMA and its members, and</p> <p>2 public health authorities."</p> <p>3 Q. Okay. Does H.D. Smith acknowledge a</p> <p>4 statutory and regulatory responsibility to detect and</p> <p>5 prevent diversion of controlled prescription drugs in</p> <p>6 order to protect society?</p> <p>7 MR. PADGETT: Object to form.</p> <p>8 BY THE WITNESS:</p> <p>9 A. We have a regulatory responsibility to</p> <p>10 maintain effective controls against diversion.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. That wasn't my question.</p> <p>13 The HDMA issued this amicus brief in</p> <p>14 support of one of its members, Cardinal Health, and I</p> <p>15 want to know to what extent you agree or disagree with</p> <p>16 the positions espoused by the HDMA in this brief.</p> <p>17 The first sentence says "HDMA members,"</p> <p>18 and so here we are going to say, H.D. Smith has not</p> <p>19 only a statutory and regulatory responsibility to</p> <p>20 detect and prevent diversion of controlled</p> <p>21 prescription drugs, but undertakes such efforts as</p> <p>22 responsible members of society.</p> <p>23 Do you agree or disagree with that</p> <p>24 statement?</p>

76 (Pages 298 to 301)

Highly Confidential - Subject to Further Confidentiality Review

<p style="text-align: right;">Page 302</p> <p>1 MR. PADGETT: Object to form.</p> <p>2 BY THE WITNESS:</p> <p>3 A. Again, in -- in our place in the supply</p> <p>4 chain, our responsibility and our regulatory</p> <p>5 responsibility is to maintain effective controls</p> <p>6 against diversion.</p> <p>7 BY MR. YOUNG:</p> <p>8 Q. Do you agree or disagree with the next</p> <p>9 sentence: "The public health dangers associated with</p> <p>10 diversion and abuse have been well recognized over the</p> <p>11 years."</p> <p>12 A. I agree with that.</p> <p>13 Q. Let's see. There is another highlighted</p> <p>14 section.</p> <p>15 Can you turn to Page 3 with the</p> <p>16 highlighted section that begins, "With the agency,"</p> <p>17 and in this case the agency being the DEA.</p> <p>18 Can you read that for us?</p> <p>19 A. "The agency has failed to provide</p> <p>20 meaningful guidance to assist the regulated industry</p> <p>21 in complying with DEA's interpretation of its</p> <p>22 implementing regulations. HDMA respectfully submits</p> <p>23 that, despite the agency's oft-recited refrain that</p> <p>24 the regulations are 'clear,' the regulated industry</p>	<p style="text-align: right;">Page 304</p> <p>1 A. What I'm referring to is -- is guidance</p> <p>2 that -- that we have asked for and not gotten. You</p> <p>3 know, there are -- there are different, you know,</p> <p>4 communications I've had with DEA where we have not</p> <p>5 gotten clear guidance, there has been a shifting</p> <p>6 interpretation of the order monitoring regulation</p> <p>7 that's been in place for decades, and, you know, still</p> <p>8 today we ask for assistance and get limited assistance</p> <p>9 and guidance from DEA, who regulates us.</p> <p>10 BY MR. YOUNG:</p> <p>11 Q. Was the directive by the DEA to H.D. Smith</p> <p>12 to create a suspicious order monitoring program to</p> <p>13 identify and report suspicious orders, was that clear</p> <p>14 to H.D. Smith, those obligations to create a -- a SOM</p> <p>15 program, or was that unclear?</p> <p>16 A. Are you talking about the automated system</p> <p>17 that we put in place?</p> <p>18 Q. Yes.</p> <p>19 A. That was not a mandate. We voluntarily</p> <p>20 created that system.</p> <p>21 Q. Okay. Were -- were the laws, the</p> <p>22 Controlled Substances Act and attendant regulations,</p> <p>23 were those clear or unclear to H.D. Smith at the time</p> <p>24 that it implemented its CSOMP program?</p>
<p style="text-align: right;">Page 303</p> <p>1 does not know the rules of the road because DEA has</p> <p>2 not adequately explained them."</p> <p>3 Q. Does H.D. Smith agree or disagree with</p> <p>4 that statement?</p> <p>5 MR. PADGETT: Object to form.</p> <p>6 BY THE WITNESS:</p> <p>7 A. I would agree that DEA has not</p> <p>8 historically given clear guidance and has given</p> <p>9 shifting guidance and -- to the regulated industry.</p> <p>10 BY MR. YOUNG:</p> <p>11 Q. You testified earlier about receiving the</p> <p>12 two Joe Rannazzisi letters from the DEA, correct?</p> <p>13 A. Correct.</p> <p>14 Q. And I think you testified actually that</p> <p>15 those were forms of guidance, right?</p> <p>16 A. Yes.</p> <p>17 Q. Is there something in the Rannazzisi</p> <p>18 letters that you received in, is it '08 and '07, that</p> <p>19 was unclear to H.D. Smith?</p> <p>20 MR. PADGETT: 'It was '06 and '07.</p> <p>21 BY MR. YOUNG:</p> <p>22 Q. '06 and '07. Sorry.</p> <p>23 MR. PADGETT: Object to form.</p> <p>24 BY THE WITNESS:</p>	<p style="text-align: right;">Page 305</p> <p>1 A. It was unclear to the way the DEA was</p> <p>2 interpreting them and what DEA -- and what industry</p> <p>3 practice was at the time.</p> <p>4 </p> <p>5</p> <p>6</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

77 (Pages 302 to 305)

Highly Confidential - Subject to Further Confidentiality Review

Page 306

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Q. Was pattern a required element of the CSOMP program in 2010, the pattern of orders from customers?

MR. PADGETT: I'll object to form.

BY THE WITNESS:

A. I'm not clear what you are asking.

BY MR. YOUNG:

Q. In 2010, after implementation of your CSOMP program, there were instructions, or -- or I should say communications with the DEA.

Is there anything that the DEA shared with H.D. Smith that led H.D. Smith to conclude that it did not have to include pattern or frequency in its CSOMP

Page 308

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Q. Okay. Turning to Page 10 of this brief, there is another highlighted section. Can you read that for us?

A. "The societal costs of prescription drug abuse are huge, and the development and implementation of practices and procedures to detect and prevent diversion are burdens that HDMA members willingly bear."

Q. Do you agree that the societal costs of prescription drug abuse are huge?

MR. PADGETT: Object to form.

BY THE WITNESS:

A. Define what the societal costs are. Are we talking monetary or --

BY MR. YOUNG:

Q. HDMA, an organization that H.D. Smith is a member of and serves on committees for and supports, prepared this brief and this brief made this remark. And I'm asking whether or not you an -- you agree or disagree with this remark: "The societal costs of prescription drug abuse are huge"?

A. And I'm trying to get more clarification on what the definition of the societal costs are. I was not there when this was drafted.

Page 307

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program?



Q. But you've got no -- nothing in writing from the DEA saying that that was acceptable?

A. They won't put anything in writing.

Q. Again, you don't have anything in writing from the DEA?

A. I don't.

Q. You don't have anything in writing from Congress that says that that was acceptable, right?

A. I don't.



Page 309

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Q. Okay. So do you opine that the societal costs of prescription drug abuse are not huge?

A. I'm just trying to get a better clarification of what the societal costs are. If you mean the societal costs are deaths of overdose, of drug abuse, there is -- you know, statistically there is an increasing number of people that die from prescription drug overdoses and opioid overdoses altogether.

Q. And would you call those societal costs?

A. It would be one of the definitions, yes.

Q. And would you refer to those as huge or not huge?

MR. PADGETT: Object to form.

BY THE WITNESS:

A. I -- I do think they are huge. We -- you know, we have a -- you know, we take our responsibility serious.



78 (Pages 306 to 309)

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<p style="text-align: right;">Page 310</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 [REDACTED] 8 [REDACTED] 9 [REDACTED] 10 [REDACTED] 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>	<p style="text-align: right;">Page 312</p> <p>1 business with them as a result of this information 2 sharing with Mallinckrodt? 3 A. We had, like, quarterly discussions with 4 Mallinckrodt about customers, we would conduct due 5 diligence on customers they brought to our attention, 6 additional due diligence. There were also notices 7 that Mallinckrodt would put out on certain customers 8 that they were denying chargebacks to and many times 9 it would not be customers of ours but we would block 10 them in our system to make sure that they did not 11 become customers of ours. 12 Q. Was Mallinckrodt the only manufacturer 13 or -- or -- or vendor of yours that provided this 14 level of information? 15 A. We had meetings fairly regular for a time 16 with Purdue Pharma. 17 Q. Do you know whether or not Purdue Pharma 18 shared information with H.D. Smith that resulted in 19 H.D. Smith discontinuing servicing pharmacies? 20 A. I can't -- I can't answer that 21 specifically. We did share information about 22 pharmacies. They may have resulted, after we did 23 additional due diligence where we would have 24 discontinued selling controlled, but unless we get</p>
<p style="text-align: right;">Page 311</p> <p>1 [REDACTED] 2 [REDACTED] 3 [REDACTED] 4 [REDACTED] 5 [REDACTED] 6 [REDACTED] 7 BY MR. YOUNG: 8 Q. Is that a two-way sharing, does H.D. Smith 9 send information to Mallinckrodt only or does it also 10 receive information from Mallinckrodt? 11 A. I don't know. 12 Q. Who at H.D. Smith is in charge of the 13 information sharing with Mallinckrodt? 14 A. I don't know if we have anybody at 15 H.D. Smith anymore that does that. 16 Q. Historically, who -- is there one 17 person -- 18 A. We had a -- we had a department that was a 19 chargeback department but they are no longer. 20 Q. And who was the person that headed up the 21 chargeback department, if you recall? 22 A. I -- I don't know. 23 Q. Do you know whether or not any pharmacy 24 customers were identified and you ceased doing</p>	<p style="text-align: right;">Page 313</p> <p>1 specific, I wouldn't know that answer. 2 Q. Those are the only two companies, 3 Mallinckrodt and Purdue, that you recall H.D. Smith 4 having this level of communication with? 5 A. We've had conversations in the past with 6 other -- other manufacturers where orders of ours may 7 have hit their suspicious order monitoring program, 8 the manufacturers, and they would have called us to 9 discuss that. I remember having discussions with 10 Watson. I can't recall the others. 11 [REDACTED] 12 [REDACTED] 13 [REDACTED] 14 [REDACTED] 15 [REDACTED] 16 [REDACTED] 17 [REDACTED] 18 [REDACTED] 19 [REDACTED] 20 [REDACTED] 21 [REDACTED] 22 [REDACTED] 23 [REDACTED] 24 [REDACTED]</p>

79 (Pages 310 to 313)

Highly Confidential - Subject to Further Confidentiality Review

Page 314

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11 Q. Okay. We'll -- we'll -- we'll blow
12 through some questions here pretty quickly, I think.
13 Did H.D. Smith ever undertake interaction
14 or communication with the FDA relating to the
15 scheduling of drugs? I assume not, but I have to ask.
16 A. We don't.
17 Q. How about with regard to the setting of
18 quotas?
19 A. We don't have anything to do with that.
20 Q. Production of quotas.
21 I just had to make sure.
22 Did H.D. Smith ever sell controlled
23 substances in Cuyahoga County or Cleveland without
24 first having them complete a customer profile form?

Page 315



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Page 317

1 A. Not to my knowledge, but I'd have to check
2 our -- our due diligence files.
3 Q. Do you recall whether H.D. Smith ever
4 shipped an order into Cuyahoga County or Cleveland
5 which was later reported to the DEA as a suspicious
6 order?
7 A. No.
8 Q. Has H.D. Smith conducted any type of
9 retrospective analysis of past orders of controlled
10 substances from Cuyahoga County or Cleveland which
11 identified unreported or undetected suspicious orders?
12 A. No.
13 Q. Has H.D. Smith conducted site visits of
14 its pharmacy customers in Cleveland or Cuyahoga County
15 within the last five years?
16 A. I would have to check our files to know
17 precisely.
18 Q. Would that be the due diligence files
19 again?
20 A. Yes.
21 Q. That's the central?
22 A. Yes.
23 Q. Okay. At any point in time has H.D. Smith
24 re -- reviewed, assessed or analyzed the URLs for

80 (Pages 314 to 317)

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<p style="text-align: right;">Page 318</p> <p>1 Cleveland or Cuyahoga County pharmacy customers?</p> <p>2 A. Yes.</p> <p>3 Q. Have you done so within the last</p> <p>4 18 months?</p> <p>5 A. Again, I'm not certain on the dates.</p> <p>6 Q. Online pharmacies, does H.D. Smith still</p> <p>7 do business with online pharmacies?</p> <p>8 A. We don't do business with online</p> <p>9 pharmacies.</p> <p>10 Q. Have you ever done business with online</p> <p>11 pharmacies?</p> <p>12 A. Not knowingly.</p> <p>13 Q. I think you mentioned before that was</p> <p>14 something that the DEA was very focused on?</p> <p>15 A. Yes.</p> <p>16 Q. In the early 2000s.</p> <p>17 Did the DEA help H.D. Smith to identify</p> <p>18 online pharmacies that it was unknowingly doing</p> <p>19 business with?</p> <p>20 A. I don't think -- not in particular.</p> <p>21 Q. How did H.D. Smith identify online</p> <p>22 pharmacies that it was unknowingly doing business</p> <p>23 with?</p> <p>24 A. There was various ways. I mean, we -- we</p>	<p style="text-align: right;">Page 320</p> <p>1 Q. What does that mean?</p> <p>2 A. In my mind it refers to prescriptions in,</p> <p>3 for example, in Florida, in South Florida that may</p> <p>4 have been -- people from other areas of the country</p> <p>5 would visit pain clinics in Florida, get</p> <p>6 prescriptions, get them filled and go back.</p> <p>7 </p> <p>8</p> <p>9</p> <p>10</p> <p>11 A. Nothing definitive. You know, even if we</p> <p>12 had dispensing information and a -- a pharmacy in</p> <p>13 South Florida was dispensing a prescription for</p> <p>14 someone that we -- we identified coming from 100 miles</p> <p>15 away, we don't know if that's in Florida or not. You</p> <p>16 know, we have done surveillance at pharmacies, I have</p> <p>17 done surveillance at pain clinics, I've seen</p> <p>18 out-of-state plates.</p> <p>19 Again, we don't conduct criminal</p> <p>20 investigations, so I will -- to be definitive, I can't</p> <p>21 give you an answer. My assumption would be that there</p> <p>22 was -- that was going on.</p> <p>23 Q. Do you recall whether any of the license</p> <p>24 plates that you observed in Florida pharmacies were</p>
<p style="text-align: right;">Page 319</p> <p>1 got -- if we had any documentation, I told you that we</p> <p>2 used to get -- Kyle Wright used to send out an e-mail</p> <p>3 on pharmacies that had been -- where another</p> <p>4 wholesaler had -- had stopped doing business with a</p> <p>5 particular pharmacy and we would make sure that we did</p> <p>6 not do business with those pharmacies.</p> <p>7 We -- you know, we -- just as -- as I</p> <p>8 answered, we never did any business with an online</p> <p>9 pharmacy that I am aware of.</p> <p>10 Q. Is H.D. Smith aware that prescription</p> <p>11 opioids dispensed in one city can end up in other</p> <p>12 cities?</p> <p>13 A. That's a --</p> <p>14 Q. You can answer. That's a terrible</p> <p>15 question.</p> <p>16 MR. PADGETT: I'll object to form. I join your</p> <p>17 objection.</p> <p>18 BY THE WITNESS:</p> <p>19 A. Yes.</p> <p>20 BY MR. YOUNG:</p> <p>21 Q. Let me ask it a different way.</p> <p>22 Are you familiar with the phrase "the oxy</p> <p>23 express"?</p> <p>24 A. Yes.</p>	<p style="text-align: right;">Page 321</p> <p>1 from Ohio?</p> <p>2 A. They could have been.</p> <p>3 Q. But you don't recall specifically?</p> <p>4 A. Not specifically.</p> <p>5 Q. Would there be evidence in the due</p> <p>6 diligence files of the South Florida pharmacies that</p> <p>7 you investigated that indicated the state of origin of</p> <p>8 the license plate?</p> <p>9 A. If it would have been specifically</p> <p>10 identified by the investigator.</p> <p>11 Q. Okay. Just two more, two more items.</p> <p>12 </p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>

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<p>Page 322</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 324</p> <p>1 Do you recall that particular pharmacy</p> <p>2 customer or -- or customer, I should say?</p> <p>3 A. Can you give me a second?</p> <p>4 Q. Sure.</p> <p>5 A. I don't necessarily remember this specific</p> <p>6 customer.</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>
<p>Page 323</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 Q. Who would be the department within</p> <p>9 H.D. Smith that would? Is that regulatory, legal?</p> <p>10 A. I -- I don't know if we have anybody left.</p> <p>11 Q. Okay. Let me just take a look at this</p> <p>12 one.</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 [REDACTED]</p> <p>16 [REDACTED]</p> <p>17 [REDACTED]</p> <p>18 [REDACTED]</p> <p>19 [REDACTED]</p> <p>20 [REDACTED]</p> <p>21 [REDACTED]</p> <p>22 [REDACTED]</p> <p>23 [REDACTED]</p> <p>24 [REDACTED]</p>	<p>Page 325</p> <p>1 [REDACTED]</p> <p>2 [REDACTED]</p> <p>3 [REDACTED]</p> <p>4 [REDACTED]</p> <p>5 [REDACTED]</p> <p>6 [REDACTED]</p> <p>7 [REDACTED]</p> <p>8 [REDACTED]</p> <p>9 [REDACTED]</p> <p>10 [REDACTED]</p> <p>11 [REDACTED]</p> <p>12 [REDACTED]</p> <p>13 [REDACTED]</p> <p>14 [REDACTED]</p> <p>15 attention, final exhibit, final line of questions, get</p> <p>16 excited everybody, this is regarding the Master</p> <p>17 Pharmaceutical case or Masters Pharmaceutical case</p> <p>18 which is a late entry, handwritten, No. 60 for you</p> <p>19 keeping track.</p> <p>20 Are you familiar with the Masters case?</p> <p>21 A. I am.</p> <p>22 Q. How are you familiar, how did you come to</p> <p>23 know about the Masters case?</p> <p>24 Do you recall the first instance?</p>

82 (Pages 322 to 325)

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<p style="text-align: right;">Page 326</p> <p>1 A. It -- it -- it -- I don't recall the first 2 instance. It was -- it went on for a while. I've 3 read this, I've read the 300-page part of it, so...</p> <p>4 Q. In preparation for today's deposition, did 5 you specifically go back and read the Masters opinion?</p> <p>6 A. I did.</p> <p>7 Q. Oh, you did, okay.</p> <p>8 Does -- well, let's -- let's start on 9 Page 4 of the opinion. There should be a 10 highlighted --</p> <p>11 MR. YOUNG: You don't have it? Oh, you don't 12 have yours. Oh.</p> <p>13 MR. PADGETT: I can look off of with him.</p> <p>14 MR. YOUNG: Okay.</p> <p>15 MR. PADGETT: Do you want it on for the Elmo?</p> <p>16 MR. YOUNG: The Elmo, yeah.</p> <p>17 BY MR. YOUNG:</p> <p>18 Q. Sorry. Page 4, last paragraph, it should 19 be highlighted.</p> <p>20 Can you read that for us?</p> <p>21 A. "The 'security requirement' at the heart 22 of this case mandates that distributors 'design and 23 operate a system' to identify 'suspicious orders of 24 controlled substances' and report those orders to DEA</p>	<p style="text-align: right;">Page 328</p> <p>1 Q. So the provision that you just read, do 2 you agree or disagree that that is the reporting 3 requirement under federal regulations?</p> <p>4 A. "Design and operate a system and identify 5 suspicious orders of controlled substance," I agree 6 with that.</p> <p>7 Q. It -- does it also include the shipping 8 requirement under federal regulations?</p> <p>9 A. There is not a shipping requirement.</p> <p>10 MR. PADGETT: Object to form.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. Okay. So the -- the parenthetical at the 13 end of the paragraph you just read says "the shipping 14 requirement."</p> <p>15 Is it your testimony here today that there 16 is no such shipping requirement?</p> <p>17 MR. PADGETT: Object to form.</p> <p>18 BY THE WITNESS:</p> <p>19 A. My understanding is in federal regulation 20 there is no shipping requirement.</p> <p>21 BY MR. YOUNG:</p> <p>22 Q. Okay. So the second half of the provision 23 that you just read, which the court has labeled "the 24 shipping requirement," H.D. Smith disagrees with?</p>
<p style="text-align: right;">Page 327</p> <p>1 (the Reporting Requirement). 21 CFR 1301.74(b). The 2 Reporting Requirement is a relatively modest one. It 3 requires only that a distributor provide basic 4 information about certain orders to DEA, so that DEA 5 investigators in the field can aggregate reports from 6 every point along the legally-regulated supply chain 7 and use the information to ferret out potential 8 illegal activity. Southwood" --</p> <p>9 Q. You can skip that.</p> <p>10 A. Okay.</p> <p>11 "Once a distributor has reported a 12 suspicious order, it must make one of two choices: 13 decline to ship the order, or conduct 'due diligence' 14 and if it is able to determine that the order is not 15 likely to be diverted into illegal channels, ship the 16 order (the Shipping Requirement)."</p> <p>17 Q. So does H.D. Smith acknowledge that that 18 provision that you just read is the reporting 19 requirement under federal regulations?</p> <p>20 MR. PADGETT: I'll object to form.</p> <p>21 BY THE WITNESS:</p> <p>22 A. The regulation states that we have to 23 report suspicious order when we discover.</p> <p>24 BY MR. YOUNG:</p>	<p style="text-align: right;">Page 329</p> <p>1 A. It has been our -- you know, our practice 2 that when we discover a suspicious order and we 3 identify a suspicious order and we report that order 4 to DEA, we do not ship that.</p> <p>5 Q. Yeah. That's not my question.</p> <p>6 My question is whether or not H.D. Smith 7 disagrees with the court's encapsulation of what it 8 calls "the shipping requirement" under federal 9 regulations?</p> <p>10 MR. PADGETT: Object to form.</p> <p>11 BY THE WITNESS:</p> <p>12 A. To my knowledge in the federal regulations 13 there is no shipping requirement.</p> <p>14 BY MR. YOUNG:</p> <p>15 Q. Okay. And what is the basis for the 16 conclusion that there is no shipping requirement? Is 17 it your individual interpretation or has H.D. Smith 18 reached a formal position or opinion on whether or not 19 the shipping requirement exists or doesn't exist?</p> <p>20 A. It -- there is nothing in the federal 21 regulation that -- that specifies anything about a 22 shipping requirement.</p> <p>23 Q. If H.D. Smith fails to follow the 24 reporting requirement, is that a violation of the law?</p>

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<p style="text-align: right;">Page 330</p> <p>1 A. If we fail to follow --</p> <p>2 Q. Report -- the reporting requirement?</p> <p>3 A. Suspicious order when we identify it?</p> <p>4 Q. Um-hum.</p> <p>5 A. It would be in violation of the</p> <p>6 regulation.</p> <p>7 Q. And if H.D. Smith reports a suspicious</p> <p>8 order and ships it, is that a violation of the federal</p> <p>9 requirements, federal regulations?</p> <p>10 MR. PADGETT: Object to form.</p> <p>11 BY THE WITNESS:</p> <p>12 A. Again, what time period are we talking?</p> <p>13 BY MR. YOUNG:</p> <p>14 Q. At any time period.</p> <p>15 A. Well, as we discussed, before our order</p> <p>16 monitoring program went into place, there were orders</p> <p>17 that were shipped and reported as suspicious after the</p> <p>18 fact as per the -- the industry standard and according</p> <p>19 to what we -- we were under the assumption that DEA,</p> <p>20 that was their interpretation and what we should be</p> <p>21 doing. Once we had our order monitoring system in</p> <p>22 place, we did not ship any orders that we identified</p> <p>23 as suspicious.</p> <p>24 BY MR. YOUNG:</p>	<p style="text-align: right;">Page 332</p> <p>1 BY MR. YOUNG:</p> <p>2 Q. Sir, again, that is not my question. My</p> <p>3 question is whether you agree or disagree with the</p> <p>4 statement I just made, that once an order has been</p> <p>5 reported as suspicious, you must make one of two</p> <p>6 choices, decline to ship or conduct due diligence and</p> <p>7 eventually ship?</p> <p>8 A. And we decline to ship.</p> <p>9 MR. PADGETT: Objection to form; asked and</p> <p>10 answered.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. I'm sorry?</p> <p>13 A. And we decline to ship.</p> <p>14 Q. Has there ever been an occasion in which</p> <p>15 H.D. Smith has reported a suspicious order yet shipped</p> <p>16 the suspicious order?</p> <p>17 MR. PADGETT: Objection; asked and answered.</p> <p>18 BY THE WITNESS:</p> <p>19 A. What time period?</p> <p>20 BY MR. YOUNG:</p> <p>21 Q. At any time.</p> <p>22 A. As we discussed earlier, before our</p> <p>23 automated system it was an after-the-fact review by</p> <p>24 the operations manager and we reported orders as</p>
<p style="text-align: right;">Page 331</p> <p>1 Q. So the provision of the Masters case,</p> <p>2 which you disagree with, essentially says what you</p> <p>3 just described, but you disagree with it and I want to</p> <p>4 just make sure because this is an important aspect of</p> <p>5 this case. It's important for the court and the jury</p> <p>6 to understand whether or not H.D. Smith recognizes and</p> <p>7 agrees with the Masters opinion on a shipping</p> <p>8 requirement or disagrees with it. So you have to</p> <p>9 indulge me while we revisit this one more time.</p> <p>10 What the -- what the opinion says is once</p> <p>11 a distributor has reported a suspicious order, so the</p> <p>12 suspicious order has been reported, it must make one</p> <p>13 of two choices, decline to ship the order or conduct</p> <p>14 some due diligence and if it is able to determine that</p> <p>15 the order is not likely to be diverted into illegal</p> <p>16 channels, ship the order.</p> <p>17 Do you agree or disagree that that is the</p> <p>18 law under federal regulations?</p> <p>19 MR. PADGETT: Object to form.</p> <p>20 BY THE WITNESS:</p> <p>21 A. As a practice, if we report a suspicious</p> <p>22 order, we do not ship it. As far as a -- a shipping</p> <p>23 requirement in the federal regulations, there isn't</p> <p>24 one.</p>	<p style="text-align: right;">Page 333</p> <p>1 suspicious and they had already been shipped.</p> <p>2 Q. So your testimony is that H.D. Smith has</p> <p>3 never identified a suspicious order and shipped a</p> <p>4 suspicious order?</p> <p>5 A. If we identified a suspicious order, we</p> <p>6 did not ship it.</p> <p>7 Q. So any occasion in which we found a</p> <p>8 suspicious order or an order that met the definition</p> <p>9 of suspicious and H.D. Smith shipped it, that would be</p> <p>10 a violation of the CSA?</p> <p>11 MR. PADGETT: Object to form.</p> <p>12 BY THE WITNESS:</p> <p>13 A. Who is making the definition -- who is</p> <p>14 making the determination of whether it is suspicious?</p> <p>15 BY MR. YOUNG:</p> <p>16 Q. Any occasion in which an order meets the</p> <p>17 criteria identified by the regulations as a suspicious</p> <p>18 order and was shipped by H.D. Smith, that would be a</p> <p>19 violation of the CSA?</p> <p>20 MR. PADGETT: Object to form.</p> <p>21 BY THE WITNESS:</p> <p>22 A. Our -- our system was designed to -- to</p> <p>23 identify potential orders that may be suspicious.</p> <p>24 Because they hit our system did not make them</p>

84 (Pages 330 to 333)

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<p style="text-align: right;">Page 334</p> <p>1 suspicious. It was after we determined whether they</p> <p>2 were suspicious or not.</p> <p>3 BY MR. YOUNG:</p> <p>4 Q. Is the determination of whether an order</p> <p>5 is suspicious or not solely within the purview of the</p> <p>6 distributor or is it an objective evaluation?</p> <p>7 MR. PADGETT: Object to form.</p> <p>8 BY THE WITNESS:</p> <p>9 A. There is no definitive definition of what</p> <p>10 constitutes a suspicious order.</p> <p>11 BY MR. YOUNG:</p> <p>12 Q. And one final question. For the time</p> <p>13 period that H.D. Smith's CSOMP program did not include</p> <p>14 pattern or frequency, so it was only a threshold</p> <p>15 basis, if there were orders that deviated</p> <p>16 substantially on pattern or frequency and yet were</p> <p>17 shipped, would that be a violation of the CSA?</p> <p>18 MR. PADGETT: Object to form.</p> <p>19 BY THE WITNESS:</p> <p>20 A. To my knowledge we never shipped an order</p> <p>21 that we identified as suspicious during the CSOMP</p> <p>22 program.</p> <p>23 BY MR. YOUNG:</p> <p>24 Q. That wasn't my question.</p>	<p style="text-align: right;">Page 336</p> <p>1 REPORTER'S CERTIFICATE</p> <p>2</p> <p>3 I, JULIANA F. ZAJICEK, C.S.R. No. 84-2604,</p> <p>4 a Certified Shorthand Reporter, do hereby certify:</p> <p>5 That previous to the commencement of the</p> <p>6 examination of the witness herein, the witness was</p> <p>7 duly sworn to testify the whole truth concerning the</p> <p>8 matters herein;</p> <p>9 That the foregoing deposition transcript</p> <p>10 was reported stenographically by me, was thereafter</p> <p>11 reduced to typewriting under my personal direction and</p> <p>12 constitutes a true record of the testimony given and</p> <p>13 the proceedings had;</p> <p>14 That the said deposition was taken before</p> <p>15 me at the time and place specified;</p> <p>16 That I am not a relative or employee or</p> <p>17 attorney or counsel, nor a relative or employee of</p> <p>18 such attorney or counsel for any of the parties</p> <p>19 hereto, nor interested directly or indirectly in the</p> <p>20 outcome of this action.</p> <p>21 IN WITNESS WHEREOF, I do hereunto set my</p> <p>22 hand on this 29th day of November, 2018.</p> <p>23</p> <p>24 JULIANA F. ZAJICEK, Certified Reporter</p>
<p style="text-align: right;">Page 335</p> <p>1 The CSOMP program did not have pattern and</p> <p>2 frequency, at least until 2015, as elements of it. So</p> <p>3 did H.D. Smith ship orders that deviated substantially</p> <p>4 under the regulations, under the CSA on pattern and</p> <p>5 frequency, not -- not threshold, on pattern and</p> <p>6 frequency, did it ship those orders?</p> <p>7 MR. PADGETT: Object to form.</p> <p>8 BY THE WITNESS:</p> <p>9 A. I can't answer that definitively and/or if</p> <p>10 they would have been identified as suspicious or not.</p> <p>11 MR. YOUNG: Okay. No further questions.</p> <p>12 MR. PADGETT: No questions here.</p> <p>13 MR. YOUNG: All right. Prepare for Day 2.</p> <p>14 THE VIDEOGRAPHER: We are off the record at</p> <p>15 5:42 p m.</p> <p>16 (Time Noted: 5:42 p m.)</p> <p>17 FURTHER DEPONENT SAITH NOT.</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p>	<p style="text-align: right;">Page 337</p> <p>1 DEPOSITION ERRATA SHEET</p> <p>2</p> <p>3 Assignment No. 200754</p> <p>4 Case Caption: In Re: Opiate Litigation</p> <p>5</p> <p>6 DECLARATION UNDER PENALTY OF PERJURY</p> <p>7</p> <p>8 I declare under penalty of perjury that I</p> <p>9 have read the entire transcript of my Deposition taken</p> <p>10 in the captioned matter or the same has been read to</p> <p>11 me, and the same is true and accurate, save and except</p> <p>12 for changes and/or corrections, if any, as indicated</p> <p>13 by me on the DEPOSITION ERRATA SHEET hereof, with the</p> <p>14 understanding that I offer these changes as if still</p> <p>15 under oath.</p> <p>16</p> <p>17 GEORGE EUSON</p> <p>18</p> <p>19</p> <p>20 SUBSCRIBED AND SWORN TO</p> <p>21 before me this day</p> <p>22 of , A.D. 20__.</p> <p>23</p> <p>24 Notary Public</p>

Highly Confidential - Subject to Further Confidentiality Review

Page 338

1	DEPOSITION ERRATA SHEET
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24	GEORGE EUSON

Page 339

1	DEPOSITION ERRATA SHEET
2	Page No _____ Line No _____ Change to: _____
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20	Page No _____ Line No _____ Change to: _____
21	_____
22	Reason for change: _____
23	SIGNATURE: _____ DATE: _____
24	GEORGE EUSON

86 (Pages 338 to 339)

A				
A.D 337:22	accompanying	56:12 59:11,14	ad 131:11	admonition
a.m 1:24 11:5	160:20	78:11,24 301:3	add 155:16	282:24
86:20,22,24	accord 240:6,15	327:17	164:4,5 288:1	adopt 150:9
abide 70:12	account 6:23	acknowledges	291:19	adopted 157:1
ability 82:20	120:21 165:9	53:2,7	addiction 58:5,5	adoption 151:2
105:2 152:24	179:22 183:4,5	acquainted	58:14,24	advance 215:10
210:12,13	185:2,6 188:21	76:22	addictive 59:12	advice 92:17
218:14 289:2	189:15 219:16	acquired 113:21	59:13,23 60:1	affairs 58:23
297:6 306:11	220:2 239:24	229:4	60:6,16 62:2	147:9 157:13
able 52:11	255:13 288:7	acquires 238:14	addition 67:18	157:13 159:13
101:24 135:17	291:15,21	acquisition 23:4	78:15 130:2	199:15 257:19
164:5 172:12	292:10,16	113:19,20	193:13 233:7	affect 142:1
178:1,7 179:3	293:1 298:24	211:6,14	additional 78:11	affiliates 313:22
181:20 184:24	299:3,6,8,10	acquisitions	212:12,13	after-the-fact
189:11 197:12	299:16	128:13	229:14 255:6	332:23
213:3 215:4	accountability	acronyms 292:4	256:3 267:11	aftermath 244:6
217:17 218:13	283:12	act 5:19 38:9,11	267:21 268:11	afternoon 295:8
227:8 229:13	accounts 131:22	38:16,19,21	268:13 312:6	AG 143:3
247:21 248:12	186:9 217:7	42:8 47:16	312:23	agencies 109:7
248:17 279:19	218:3 243:6,8	55:5 75:3	address 241:2	agency 26:10
287:22 288:12	245:5 271:21	79:23 93:9,16	247:3 281:17	163:11 302:16
288:14 298:5	291:22,23	95:23 98:15	addressed 84:16	302:17,19
310:21 327:14	292:8	121:4 138:10	264:4 268:10	agency's 302:23
331:14	accreditation	144:4 145:7	313:19	Agent 111:21,22
abreast 58:9	21:1 213:3	188:9 304:22	addressees	112:5
absence 158:17	accreditations	325:11	115:14	aggregate 327:5
absolutes 178:12	21:2	Actavis 10:7	addressing 84:3	ago 237:1
abuse 8:16 27:7	accuracy 68:1	321:14	adequately	323:17
28:2 41:3 66:3	260:13	acted 83:17	212:16 267:17	agree 67:24
66:6,9,14,23	accurate 23:19	action 33:22	267:24 280:6	69:16 77:9
67:5,6,8 77:1,4	39:4 53:10	34:2,13,14	303:2	88:16,22 95:21
77:6,20,23	99:22 132:5	35:19 36:11,21	adhere 84:11	96:9 219:11,13
300:23 302:10	134:13 138:19	82:10,11	adhered 235:1	219:17 266:16
308:5,10,21	187:23 212:22	241:11 281:15	adjustments 8:7	290:4,13
309:2,6	227:16 260:12	336:20	222:5	301:15,23
abused 63:14	260:17 273:1	actions 33:10,15	Administration	302:8,12 303:3
abusers 117:11	283:14 289:8	33:15 220:3	46:11 65:23	303:7 308:9,19
acceptable	337:11	239:13 245:6	administrative	328:2,5 331:17
307:11,17,22	accurately	280:10	34:8 280:10	332:3
access 130:15,19	202:11 203:19	active 162:17	Administrator	agreed 16:8
245:1 247:21	292:12	activity 153:1	102:10	59:23 274:12
248:16 296:15	acetaminophen	161:11 327:8	admission	agreement 9:20
296:16	162:10	acts 38:23 41:1	142:19	256:20 274:1,2
accommodate	achieve 268:13	actual 103:11	admitted 59:23	309:24 310:2
185:4 223:14	acknowledge	122:7 146:17	admittedly	313:20 314:1,4
	53:12 55:24	219:5 263:3	129:14 135:24	321:14,20

322:5,23,24 323:4 agreements 321:23 322:11 322:12 323:6 agrees 27:24 68:14 331:7 Ah 45:23 209:24 259:1 ahead 32:19 47:6 91:20 105:9 133:23 154:24 184:6 189:7 227:19 228:7,11 247:1 266:6 285:14 289:10 290:18 299:18 300:15 ahold 135:4,17 aid 161:24 Akron 44:6,12 alerting 117:10 alerts 167:24 algorithm 130:23 131:5 aligning 280:1 allegation 37:19 allegations 37:7 37:18 287:5 allow 174:5 179:21 294:2 allowed 50:23 205:24 206:6 209:18 265:18 alphabetically 153:23 alternative 177:13 altogether 227:4 309:9 amcbride@wc... 3:10 Amended 5:10 5:13 15:19,19 15:24 16:7,19 17:8,10 281:2	amendment 321:13 America 58:24 American 73:19 Americas 3:3 Amerisource 23:5,6 147:7 148:7,11 152:12 156:4,7 156:10 158:1 183:6 198:21 199:1,5,17 208:8 211:8,14 229:8 Amerisource's 200:2 AmerisourceB... 2:18,19 7:13 11:22 21:22 90:11 146:22 147:1,16 151:20 215:19 229:5 AmerisourceB... 90:14 94:6,11 amicus 9:17 299:21,23 301:13 amount 177:10 189:24 299:5 amounts 184:12 184:15 292:17 anal 280:20 analysis 95:18 96:23 97:11 98:4,20 99:5 107:16,21 233:15,16 235:22 317:9 analyst 211:22 analysts 237:16 analytic 172:11 analytical 238:19 analyze 98:16 237:15	analyzed 314:19 317:24 ancillary 24:5 and- 2:7 and/or 298:15 299:7 335:9 337:12 Andrew 3:10 11:19 264:6 Angelo 6:17 113:11,12,14 Angelo's 113:22 117:7 annual 103:14 138:14 answer 14:7,19 14:20,23 15:22 16:9,10 18:7 18:18 31:3 33:5 69:22 70:19 92:21 112:2 127:19 129:8 136:24 189:20 214:1 218:1 235:5 240:24 267:8 268:4 275:3 279:12,14,14 279:19 283:3 285:8,17 298:6 305:22 312:20 313:1 319:14 320:21 323:1 335:9 answered 22:24 69:20 319:8 332:10,17 answering 14:7 195:2 answers 15:7,12 310:7 Anthony 4:15 11:2 antitrust 157:22 anybody 311:14 323:10	anymore 100:10 115:1 209:23 210:5 270:6 311:15 APEX 215:23 216:10 apologies 25:3 215:9 251:14 apologize 287:11 Apothecary 219:9 220:9 223:17 224:7 224:21 270:10 270:15 271:8 Appeals 10:13 appeared 13:15 223:12 appearing 13:9 14:5 appears 241:23 275:5 298:10 298:11 Appendix 148:16,24 apples 155:4,4 applicable 30:3 31:24 32:9 applicant 29:18 30:5 applicants 39:17 applies 29:6 apply 25:23 32:9 246:3 appreciate 61:5 73:20 97:23 approach 165:24 approached 274:14 appropriate 161:5 163:12 241:15 approving 217:22 approximately	43:19 65:8 128:5 261:19 April 6:15 8:4 8:19,20 10:9 19:14,19 90:19 107:17 186:11 235:8 240:20 241:5,19 243:4 243:23 246:15 246:17 324:10 architect 146:15 297:17,18,18 ARCOS 21:4 117:13,15,16 118:2 258:19 259:5,7,12,19 260:5,8,10,16 261:16,19 area 19:23 46:11 49:16 108:19 165:6,7 166:15 167:1,16,17 169:16 198:17 224:24 226:4 areas 27:21 166:5,16 167:7 167:11 168:3 276:18,23 295:6 320:4 Arkansas 107:2 108:12 arranged 153:3 array 24:15 arrived 138:12 arriving 138:11 art 122:5 269:17 271:7 articles 167:23 artificially 253:24 as-needed 267:10 AS400 114:4,7 114:11,24 172:9 AS400's 114:19
--	---	--	---	---

Highly Confidential - Subject to Further Confidentiality Review

Page 342

aside 259:19 260:12	association 157:8,22	309:20 312:5 322:4 325:15	88:23 90:3,5 90:21 91:1,9	34:1 44:8 51:18 57:17,24
asked 14:8 17:16 18:12 42:19 69:19 78:10 142:16 142:22 169:13 194:19 211:13 212:12 256:9 268:2 282:5 304:2 332:9,17	assume 15:18 87:24 115:21 133:15 187:17 207:20 223:21 255:1 257:13 257:22 270:5 293:19 299:2 316:15 assumed 285:6 assuming 66:17 67:6 110:23 137:5 207:17 269:6 274:5 283:20	attorney 29:17 35:17 36:20 37:8 336:17,18 attorney/client 92:22 attorneys 142:21 285:11 307:20 atypical 186:23 audit 9:5,7 175:3 264:7 267:20 268:7 268:10 271:14 283:13	91:14 93:5,7 93:16 94:5 99:1,4,24 100:4 101:3 102:1 104:5,12 104:24 109:12 109:21 110:1 110:24 118:5 120:7 124:22 125:6 131:4 136:21 143:9 143:12,16,21 144:5,14,18,20 144:21 145:20 149:4 150:14 156:18,19 194:5,17,19,21 198:13 289:16 304:16 332:23	58:4 101:9,23 103:3,4 107:6 107:8,19 111:8 115:10 116:15 126:6 127:1 137:24 205:6 206:4,11 208:13,19 209:20 238:5 238:12 261:24 278:14 314:4 319:9,10 325:1
asking 47:4 60:20 62:17 138:7 185:23 191:5 199:8 242:1 306:17 308:19	assumption 63:16 64:13 85:8 134:20 135:5 200:18 287:5 320:21 330:19	auditing 126:3 137:19 auditor 267:2 269:4 audits 21:11 119:23	125:6 131:4 136:21 143:9 143:12,16,21 144:5,14,18,20 144:21 145:20 149:4 150:14 156:18,19 194:5,17,19,21 198:13 289:16 304:16 332:23	awareness 124:19
aspect 96:14 142:24 179:7 205:2 216:18 283:18 331:4	attach 17:17 attached 202:2 attempt 82:23 163:24 attend 158:16 192:7 attendant 55:6 116:18 304:22 attended 192:20 271:20	author 203:15 229:24 263:24 289:23 299:2 authored 116:6 116:10 118:13 118:23 201:9 203:22 230:3,8 263:23	automatically 216:19 230:17 263:12 automation 174:22 175:5 216:18 available 163:11 172:12 228:14 Avenue 3:3,13 average 8:8 155:12,14,16 173:6,8,8,8,12 204:16 222:10 222:24 223:1 averages 163:9 222:3	B
aspects 149:13 210:2 250:2	attendees 192:16 attending 271:18 attends 314:3 attention 78:3 82:19 96:13 100:22 120:22 123:11,15 133:6 134:24 136:5 176:4 192:15 196:10 231:24 258:18 264:8 293:12	authoring 116:13 201:11 authorities 35:1 301:2 authority 122:12 210:21 211:14 212:13 authorized 94:9 210:23,24 324:9 auto 144:13 automate 47:4 automated 47:8 48:14,22 49:17 80:23 84:11,13	back 19:14 20:2 28:8,10,11 34:8 67:12 72:20 74:22 76:19 83:5 86:23 121:15 123:17 134:3,6 134:9 141:17 164:14,20 171:17 192:10 193:4 197:3 203:9 207:9 216:3,7,7 219:23 235:8 237:1 240:17 240:18 251:16 256:9,16 260:2 262:6 264:5 277:22 279:17 285:2 287:17 292:21 309:21 320:6 326:5	
assemblage 212:3 Assess 291:14 291:21 assessed 317:24 assessment 256:5 266:17 assigned 299:3 assignment 120:3 337:3 assist 208:3 214:3 229:15 302:20 assistance 207:24 208:2 254:19 304:8,8 assisting 117:11 associated 300:23 302:9 Associates 187:2 187:13,16,18 188:19 190:14 190:19				background

15:11 18:5	252:7 267:10	105:22 107:23	263:20 270:8	blue 213:20
22:9 72:21	272:9 290:7	108:13 113:20	287:11 291:11	board 35:2,18
202:11 234:18	307:5,6 322:8	116:8 121:13	309:3	52:3 225:18,19
282:15 283:9	329:15 334:15	121:17 130:17	beyond 23:24	307:20
backup 185:7	Bates 232:3	146:3 147:14	78:12 256:5	boards 157:11
Bakel 285:23	259:2	148:19 152:8	big 183:1,4	178:18
286:2	bathroom 15:1	153:4 158:3,6	249:3 283:24	book 170:9
Barnes 2:13	Beach 215:15	158:8 159:11	bigger 190:5	204:8
111:21,22	239:18	171:4 185:15	Bill 11:23 12:1	books 168:1
112:5,6,8	bear 308:8	185:17 191:5	285:6	bot- 275:11
113:20	beauty 23:21	201:18 202:5	bill.leeder@bt...	bottom 200:5
barometer	becoming	212:18 240:19	2:17	219:11 232:4
173:3	314:22 316:9	247:11 250:18	bit 15:12 18:5	275:11 310:8
base 268:24	began 90:5	257:1 258:22	24:6 25:13	bought 190:6
based 8:7 71:16	120:24 164:11	261:16 263:15	26:15 28:7,14	bounced 263:10
77:13 91:7	beginning 146:4	272:21 282:7	30:17 32:14	box 213:15,18
110:13 111:24	198:17 272:6	290:16,20	43:1 45:3	291:19
112:20 163:4	282:4	291:3 294:21	50:17 57:22	boy 314:7
163:21,22	begins 72:21	295:21,23	59:19 70:14	brand 24:18
164:1,7 189:14	76:20 88:8	298:9 314:14	77:21 86:16	Brandon 6:22
190:4 199:3,14	95:7 183:17	believed 91:9	96:24 97:1	182:10,12,17
199:17 220:1	193:6 198:24	92:2 93:20,23	132:24 143:12	184:22,22
222:3,5 225:12	219:10 221:11	94:4 105:11	146:12 151:8	186:17,19
227:4 241:22	232:4 245:19	benchmark	151:10 159:1	191:5
253:24 282:2	249:7 294:13	163:12	160:6 195:10	break 15:1,1
283:4 288:6	302:16 310:9	beneath 162:12	203:14 213:15	78:20 86:16
298:22 299:16	behalf 2:2,12,18	253:10	215:20 222:19	87:2 140:22
306:2	3:2,7,12,17 4:2	benefits 63:4	240:2 289:18	141:5,7 152:20
basic 13:22	4:7 11:13,15	benzo 184:16	299:19	202:24 203:12
110:13 327:3	11:17,19,23	185:3 186:16	black 213:15	277:11,12,14
basically 40:23	12:1,7,9,10,13	189:3 222:7	Bladders 258:7	Brian 193:8
50:7 75:14	13:3 15:7	benzodiazepin...	blanket 57:8	brick-and-mo...
122:20 153:9	30:22 65:7	183:21	273:23	169:17
155:4 162:8	140:18 274:24	benzos 187:19	bless 94:7	brief 7:16 9:17
169:5 175:21	311:1	best 15:13 40:16	blessed 94:9	39:10 203:13
186:7 194:8	belief 22:9 74:24	116:19 123:6	blessing 92:14	203:16,19
195:10 271:3	92:13 94:18,18	224:23 228:19	94:16 156:12	299:21,23
basis 15:6 36:2	104:4	260:18	blind 72:11	300:5 301:13
54:6 92:13	believe 13:21	beta 104:21	block 141:3	301:16 308:1
117:12,17	29:1 37:10	162:19	177:6 178:13	308:18,18
127:2 129:7,23	39:5 43:5,15	better 18:12	227:2 231:10	briefly 18:4
150:10,11	43:20,24 45:6	45:4 83:22	231:13 312:9	24:17 76:22
156:1 166:1	45:10 49:22	84:11 90:21	blocked 176:24	238:10
167:20 190:1	57:8 59:13	144:1 149:7	179:23 230:17	bring 18:8
232:16 234:8	92:10 102:7	165:1,2 181:17	271:1 294:10	123:10,14
235:14 249:24	104:3,17	203:24 223:10	blow 316:11	196:10 238:18

255:21	153:1,11	California 35:9	299:22 301:14	323:24
bringing 36:20	161:11,16	113:16,18	care 6:10 72:14	Center's 10:11
169:7 170:2	170:9,14,20	167:3 265:1	106:5 183:5	centers 83:21
broad 275:23	171:15 172:11	267:14	careful 219:14	95:2 117:17
broke 141:20	173:23 183:22	call 17:24 44:4	Carson 113:18	120:9 128:12
broken 155:2	219:23 220:17	87:11,12	case 1:8 30:21	137:10,16
293:22 294:4,5	220:21 222:2	101:14 114:12	34:21 56:1	138:15 249:1
296:2,5,23	222:14 223:11	120:10 126:11	60:14 62:8	257:12
brought 49:18	223:23 224:1,5	134:16 145:16	102:8,12,14	central 30:20
82:19 95:3	224:17,22	155:13 169:5,6	104:2 108:20	115:8 118:3
100:21 101:1	233:18 235:20	191:12 221:6	134:17 215:16	317:21
105:16 120:21	262:2 270:13	221:16,17,22	226:2 294:22	Centre 4:8
133:6 134:24	270:24 272:14	256:2,3 278:2	299:1 302:17	certain 16:9
136:4 244:23	272:24 273:5	278:3 309:10	325:17,17,20	46:23 47:18
282:1 312:5	312:1 318:7,8	called 1:16	325:23 326:22	50:24 52:9
Brown 1:22	318:10,19,22	12:22 19:8,21	331:1,5 337:4	61:12 122:12
Bryce 219:8	319:4,6,8	35:1,3 47:8	cases 1:9 226:3	131:21 154:23
221:4	businesses 23:24	58:10 111:22	258:17 299:4	164:6 166:7
Bryce's 221:16	24:5	126:9 143:8	cash 224:21,24	168:2,3 236:20
budget 10:10	buy 262:16	147:20 186:5	225:8,9,10,14	241:12 269:13
130:9,12	315:17,18	236:8 242:3	276:6	276:18 295:1
323:23 324:7	320:10	252:17 257:7	catered 220:11	310:3 312:7
324:12	buyer 314:14	263:9 271:14	220:11	318:5 327:4
build 152:2	buying 170:8	287:18 313:8	caught 112:13	certainly 14:10
297:20	227:14 265:23	323:23	123:17 177:12	14:17 278:6
building 149:3	buys 153:7	calling 17:18	cause 62:2 64:1	certainty 235:5
154:15,18		calls 158:11	77:8,17 259:11	CERTIFICA...
156:11 169:17	C	179:2,6 329:8	299:4 324:22	336:1
bulk 315:17,18	C 3:10 163:1	cameras 14:10	caused 61:9,13	certified 1:21
bullet 168:18	C-II 149:22	Campbell 3:13	61:20 62:8	225:19 336:4
169:19 233:5,9	C-III 117:18	3:15 12:14,14	63:3,10	336:24
235:13 253:10	C-IIs 117:18	campus 174:1	caveat 24:4	certify 336:4
287:23 288:22	265:15,17	cancel 216:15	CC 216:7	cessation 324:22
289:3 291:14	C.S.R 4:20	217:1	cc'd 184:3 217:5	CFR 5:23 6:4
291:18,20	336:3	Canton 3:14	CDC 58:10 59:4	110:6 261:22
292:24	CA 264:24	capability	cease 224:5	283:16 327:1
bulleted 162:12	case 122:12	210:22	ceased 220:21	chain 8:3 41:13
293:21	127:19	capacity 22:4	224:1 311:24	53:18 56:7
bump 183:20	cages 122:13	23:12 36:19	ceasing 220:17	57:15 73:10
Burchard 264:6	calculating	108:7	center 8:13 34:8	75:9,18,20
266:17	149:9	Caption 337:4	49:14 65:9	302:4 327:6
burdens 308:7	calculation	captioned	108:21 110:8	chamber 70:15
BURLING 3:18	131:4	337:10	128:7 130:8	chance 14:5
business 19:13	calculations	Cardinal 3:7	138:17,23	28:16 87:3
19:13,21 23:17	150:3	9:17 11:20	139:4,5,13	change 20:15
24:11 111:17	calendar 204:23	156:6,24 158:7	164:16 182:19	52:10 87:7

89:3,12,14,16 124:18 156:1 164:10,12,21 166:9,16 168:8 173:4 194:15 203:18 208:15 252:5 282:17 338:2,4,5,7,8 338:10,11,13 338:14,16,17 338:19,20,22 339:2,4,5,7,8 339:10,11,13 339:14,16,17 339:19,20,22 changed 50:14 81:14 109:17 155:20 231:18 292:11 changes 52:2,5,7 52:12,15,21 89:4 117:24 164:9 185:7 186:8 337:12 337:14 channels 30:2 41:8,11,13 57:18 67:23 68:9 95:20 327:15 331:16 characterize 176:2 237:8 characterized 175:13,18,24 230:16 232:15 234:7 charge 21:4,10 21:11 113:15 115:4,6 125:24 130:11 286:8 311:12 chargeback 310:13,19,21 311:19,21 chargebacks 312:8	charged 70:6 137:19 check 133:7,12 133:16 134:8 134:15,16 136:7 244:10 317:1,16 checks 289:13 289:14,14 Chemial 148:3 Chemical 7:8 147:20,22 148:3,6 149:19 151:3 156:16 156:21 163:4 204:8 chemicals 148:1 149:21 150:6 Chicago 2:21 4:4 chief 36:9 37:13 37:16 42:21 54:7 70:4 79:17 97:3 142:24 207:2 229:1 233:13 260:6 285:20 choices 327:12 331:13 332:6 chose 79:19 144:7 Chris 6:17 115:11 116:12 147:5 158:3 239:22 240:14 243:1,17 247:9 272:16 Christina 211:22 chronological 186:7 circle 67:12 circumstance 135:16 238:1 circumstances 45:9 54:18	72:12 77:13 224:14 226:6 231:13 277:6 286:14 circumvent 219:15 citation 102:12 citations 33:14 35:9 cited 32:24 33:7 cities 249:3 319:12 city 44:5,6,15 62:9,10 319:11 Civil 1:18 288:22 claimed 59:4 clarification 142:3,22 308:22 309:4 clarify 19:15 41:22 54:3 60:5 142:14,17 204:21 206:17 209:15 266:18 clarity 80:7 class 100:17 153:1 154:24 155:8,13 222:4 classes 153:23 155:21 161:5 190:3 classify 161:4 cleanly 70:21 clear 15:13 52:20 60:19 61:16 62:16 69:24 70:19 144:16 207:12 303:8 304:5,13 304:23 305:5,9 305:17 306:17 clear,' 302:24 clearly 70:21 268:8 305:12 306:3	Cleveland 3:13 44:5,16,21 45:11 62:9,10 63:10,19 64:7 316:23 317:4 317:10,14 318:1 clinic 220:12 224:8 247:15 clinics 161:9 247:12,13,14 320:5,17 close 156:14 196:16 199:2 224:8 280:14 closed 73:3,11 75:9,12,14 76:17 117:21 171:14 closing 299:13 coach 219:14 code 45:21 46:3 161:24 162:5 162:21,22 175:16 296:15 296:22 298:6 coded 215:1 codeine 27:12 167:5 codes 297:8 coding 213:20 coin 145:17 collaboration 247:3 colleague 182:22 collect 15:2 collection 181:8 184:21 187:3 215:8 219:8 313:15 color 15:11 213:19 Columbus 167:16 combat 73:3 combination	251:24 combinations 225:22,23 248:10 combined 183:7 come 14:13 15:9 63:23 72:20 90:1 123:7 155:12 180:7 219:23 240:17 240:18 262:14 325:22 comes 56:8 293:24 295:8 295:10,11 comfortable 222:10 coming 35:15 82:15 83:10 139:20 155:21 226:1 256:13 263:2,2,4 285:2 294:17 295:19 320:10 320:14 commencement 336:5 comment 186:5 190:12 195:16 232:23 289:22 290:1 comments 142:11 commercial 65:22 commitment 196:17,24 committee 157:13,14 158:1,5,10,16 159:10,12,13 195:5 committees 157:10,12,15 308:17 common 112:8
---	---	---	--	--

170:10,13 261:24 commonly 170:21 communicate 87:3 179:21,22 180:6 255:4 communicated 147:2 305:13 307:2 communication 94:13 131:20 147:13 171:9 179:20 186:19 188:17 199:1 201:20 219:4 254:20,22 255:2 307:6,7 313:4 316:14 communicatio... 92:22 141:24 142:7 178:19 179:16 195:17 229:2 238:9 304:4 305:9 306:21 communities 44:7 companies 226:23 262:6 313:2 company 19:7 19:23 21:5 24:8 48:6 117:6 127:10 130:23 158:20 182:14 210:17 210:19 215:17 227:3 230:2 241:10 253:20 262:11 263:9 286:5,12 287:16 289:4 291:9 297:1 298:3 company's	246:4 companywide 114:13 compare 128:20 130:16 155:4 257:13 compared 130:24 comparing 120:17 compensated 127:13,15,18 competitor 156:5 competitors 157:23 226:23 compile 226:8 Complaint 37:8 complete 21:5 177:1 217:20 243:19 257:23 266:10 283:13 316:24 completed 88:13 99:20 100:1 190:16 202:1 264:16,16,23 314:18 completing 95:18 96:14 97:12 98:5,21 99:6 267:22 completion 96:23 compliance 7:10 8:4,12,17 9:5 19:7,11,21 20:9,14,21,22 21:10,12,17 22:4,6,10,13 22:14,18,22 23:9 30:3 36:9 36:19 37:13,16 42:21 49:8,21 50:19 51:2 52:21,23 54:6	54:8 66:20 70:4,6 79:17 85:19 86:1 89:24 92:1,6 92:10,19 93:8 93:17,24 94:1 94:5,19,23 95:4 97:3,10 103:12,14 104:6 105:11 108:7 115:4,7 115:8,16 116:1 116:14 119:22 126:4,15 130:10 137:20 138:9,14 143:1 143:7,21 144:9 144:23 145:3 158:2 180:7,15 180:21 181:3 182:22 186:20 187:21 188:16 188:16 205:17 207:2 208:1 210:7,9,14,18 211:2,17,20,22 211:23 212:4,6 212:10,12,15 216:8 217:22 227:4 229:1 230:6 233:13 235:2 237:12 238:10,12 239:7 248:18 253:22 256:6 256:16 260:6 266:9 267:3,4 269:2,12,18 271:4 274:4,9 282:19 285:3,6 285:20 297:3,5 322:18 323:5 compliance-re... 116:6 256:7 compliant 181:1 306:9	complied 39:23 40:5,17 48:18 49:1 89:14 121:3 249:24 250:2 comply 31:23 32:8,18 38:12 38:13,23 39:2 48:4 53:4,5 54:9 55:9,22 71:18 90:21,24 91:6 97:18,19 98:9 101:3 102:1 105:4 121:3 complying 82:4 91:10 92:2 97:7 104:11 137:16 144:19 291:3 302:21 components 73:10 computer 114:13 237:9 computers 238:4 con 126:12 218:17 235:24 con- 271:5 concentrate 273:12 concept 147:12 200:1 conceptual 147:17 concern 174:21 246:23 concerned 241:10 253:22 278:24 concerning 37:3 147:24 336:7 concerns 84:3 103:21 104:1 180:12 227:4 247:8 276:7	conclude 92:18 102:16 177:5 306:23 concluded 43:11 44:23 concluding 297:9 conclusion 63:23 75:5 167:20 230:21 282:1 290:5,14 291:2 297:2 329:16 concrete 270:8 condense 83:8 condensed 85:18 condition 73:6 conduct 42:18 43:4 89:18 95:8,16,17 98:4 214:23 255:15 256:7 267:5 268:11 312:4 320:7,19 327:13 331:13 332:6 conducted 138:14 233:1 244:1 317:8,13 conducting 97:11 178:9 conduction 233:2 conducts 98:19 conduit 181:5 conference 89:22 100:22 156:9 CONFIDENT... 1:12 Confidentiality 1:13 9:20 309:23 confirming 72:14 conflict 22:20
---	--	---	--	--

180:15,23 confusing 15:13 Congress 73:2 73:11,16 74:20 75:2 301:1 307:17 Congress's 74:22 conjunction 146:23 251:24 connection 164:8 258:17 277:5 CONNOLLY 3:8 consequences 77:6,6 consider 22:19 34:22 45:4,7 98:10 168:5,16 176:16 196:4 205:14 224:20 253:1 255:19 consideration 163:18 169:2 200:7 considerations 168:20 considered 29:22 52:23 76:17 99:12 143:24 149:3 166:16 167:12 180:14 considering 266:24 considers 34:18 consist 120:16 consistency 122:15 consistent 30:12 52:14 136:20 137:9 201:20 230:23 231:2,4 239:6 307:6 consistently	102:23 235:1 constant 90:14 94:13 201:20 239:19 243:12 constantly 125:6 163:19 165:1 constitutes 334:10 336:12 consult 208:8 consultant 208:9 consultants 159:15 244:24 consulting 19:16 19:23 20:1 contact 52:14 82:23 90:14 109:7 218:17 239:19,19 243:12 255:12 contacted 134:23 271:2 contain 171:20 223:19 248:3 contained 26:23 119:24 contemplated 131:11 233:2 content 87:4 147:11 199:6 contents 85:11 86:11 context 95:12 96:24 126:22 216:1 218:1 266:22 285:16 continually 214:20 268:5 continuation 261:15 continue 176:21 178:5 224:22 227:14 245:22 continued 3:1 4:1 6:1 7:1 8:1 9:1 10:1 49:16 116:22 124:12	144:8 235:10 273:21 325:3,8 325:13 continuing 112:20 172:6 322:6 continuous 232:16 234:1,2 234:8 contract 19:16 20:2 263:5,14 contractor 22:14 contrast 193:17 control 21:23 28:20,21 39:10 45:17 56:10 114:4 266:8 289:2 controlled 5:17 5:19,22 6:3,19 7:12,16 24:20 27:2,5,20,24 29:15,18,24 30:10 31:11 32:1,10 37:2 38:8,11,15,19 38:20,23 39:19 40:13,24 41:2 41:7,8,16,17 41:24 42:6,7 42:23 44:17,22 44:24 46:5,10 47:9,15 53:8 55:5 56:1 60:13 61:19 65:24 66:2,17 67:7 73:5,14 73:17 75:3,16 75:23 76:5 79:22 88:24 93:9,15 95:19 95:22 98:14 105:20 108:6 118:17 119:7 119:14,18	120:2 121:4,7 124:13 125:17 125:23 129:12 130:19 131:15 133:7,13 136:5 138:10 144:4 145:7,22 149:21,23 150:6 151:5,21 152:6,14 153:21 155:11 161:23 162:5 163:12 170:11 170:15 171:3,7 172:20 173:6 173:15 176:23 177:15 178:8 196:18 204:16 205:10 206:5 206:13 225:9 225:15 227:22 228:16 229:6 231:6 241:15 246:18 249:23 250:20 254:3,6 254:15 265:13 265:19 271:21 273:15 280:13 282:11 283:12 283:14 293:24 300:8,20,23 301:5,20 304:22 310:14 310:22 312:24 316:22 317:9 323:22 324:12 325:11 326:24 328:5 controlleds 173:19 174:12 175:21 190:8 190:17 205:20 223:16 224:18 225:4,11 227:9 227:15 228:2 231:7,14 236:2	237:22 238:6 242:24 266:2 271:5 273:22 324:10 controls 26:11 29:23 30:20,24 31:10,16,20 39:18 40:3,12 44:2 53:19 56:8 70:11 71:13 72:8,12 96:4 97:20 125:8 169:11 172:14,17 173:2 177:6 178:13 190:6 196:17,22 197:1 227:3 236:18 265:23 271:1 274:18 301:10 302:5 conversation 179:14 conversations 85:10 140:7 272:9 313:5 314:1 conviction 30:5 Cook 2:6 11:15 11:15 201:3 258:24 261:9 cooperation 229:14 coordinated 255:8,12 coordinator 120:2 125:23 133:7,13 136:5 211:3,23 212:7 216:9 coordinators 129:12 copied 115:12 115:14 copies 111:5 copy 16:19 17:8
---	---	---	---	--

Highly Confidential - Subject to Further Confidentiality Review

Page 348

18:8,15 27:3	country 58:4	104:14 121:8	CT-1 44:4,4	266:11,14
28:10 85:2	165:12 166:6	144:9,19,24	cumulative	267:22 268:19
86:7 87:18	166:17,21,22	145:3 282:6,19	171:18,21	268:20,24
106:10 181:15	168:4 180:10	325:4 333:10	curious 30:21	269:3,21 270:3
181:19 207:10	206:12 276:19	333:19 334:17	47:17 215:3	270:6,16 271:1
230:11 287:13	320:4	335:4	current 20:20	276:15 299:4,7
300:13	County 44:5,6	CSOMP 7:17,18	24:10 58:14,23	316:24 324:2,2
corner 174:2	44:11,21 45:11	7:21 9:12,14	144:3 210:24	324:6,17
corporate 8:4	62:9,11 63:10	47:9 92:23	266:9,11,13,14	Customer'
13:10,15 18:7	63:16,20 64:8	145:17,21	288:19 290:1	168:23
20:9,14 49:18	64:15 316:23	146:14,16,20	290:14	customer's
85:5 97:4	317:4,10,14	147:2 149:4	currently 20:4	232:14 234:6
118:4 147:9	318:1	150:14,16,21	47:2,3 58:5	customers 10:5
199:14 216:7	couple 65:6	153:3 157:1,17	66:3,6,14 97:7	54:16,19 123:8
229:21 275:7	185:9 212:8	159:20 160:23	113:15 211:2	124:5 126:24
Corporation	310:5	161:6 162:3	294:15 295:16	127:21,23
2:18,19 19:9	course 73:9	164:15,21	customer 73:13	128:4,9,22
correct 13:11,12	111:17 197:11	165:8,11 169:1	114:5 127:7	129:6 130:20
14:22 16:1	270:14	169:3 171:24	128:16 129:2	139:12,15,17
53:4 113:24	court 1:1 10:13	172:1,5 174:23	140:3,18	151:5 153:3,10
133:14 150:22	11:9 12:4,17	174:24 184:18	150:15,22	154:1,22,23
163:5 192:1	17:16 328:23	194:12 196:23	151:14 153:7	155:7,9,10,21
242:2 260:22	331:5	197:2 199:16	153:10,12	161:4,7 163:24
262:23 303:12	court's 329:7	203:20 204:15	154:3 156:2	164:6 165:16
303:13	Courts 1:18	205:2,9,19	169:5,6 170:2	165:19,20,22
corrected	cover 148:16	207:12,14	170:20 171:22	169:8 170:15
259:15	covered 36:15	208:21 216:14	173:5,17,22	170:18 172:7
corrections	Covington 3:18	219:2 246:14	175:15 177:6	172:16,16
337:12	12:12	252:11,22	178:14 179:7	174:9,20
correctly 102:21	create 143:15,21	257:4,14,24	186:22 188:2	178:20 181:1,2
correspondence	304:12,14	279:3 287:20	188:20 189:19	188:5,6 190:3
193:6	created 151:21	288:3,5 292:9	189:21,23	190:7 199:2,18
costs 308:4,9,13	219:2 257:19	293:13,22	190:4,5,16	218:21 219:14
308:20,23	304:20 306:1	294:1,5,9,18	195:1 197:4	224:21 226:8
309:2,4,5,10	creating 150:22	294:19 295:9	204:4,6,13	228:13 229:5
counsel 11:11	159:10	296:4,17,24	206:19 221:5	233:23,24
14:4,5 15:3	criminal 41:15	297:1,10,13,15	221:16,21,22	234:20 241:12
16:8 18:12	42:12,18 43:8	297:18 298:6	222:4 227:7,8	241:16,24
87:4 92:18	320:19	298:13,17	228:4 229:20	242:11,12,24
111:16 141:22	criminally 42:16	299:11,16	233:6,18	243:22 244:2,8
142:1,8 279:10	criteria 234:1,23	304:24 305:5,8	235:19 243:19	244:14 245:23
281:12 286:12	267:2 333:17	305:16,19	243:20 244:18	246:16,17
314:10 336:17	critical 73:15	306:7,13,20,24	255:20,21,22	247:6,16
336:18	CSA 72:22,23	307:4,7,8,23	255:24 256:4,6	253:12 255:12
counterfeit	73:2 94:24	334:13,21	263:11,13	255:15 261:19
41:14 238:21	103:22 104:2,7	335:1	264:9,13 266:8	263:7,19

264:24 265:3	115:11,20,21	dated 6:6,22 7:8	75:15,23,24	196:1 198:4
265:11,16	115:24 116:5	7:14,19,21 8:6	76:1,4,6,11,12	202:12 204:12
266:24 267:10	116:10 118:13	8:10,12 9:5,8	76:14,14,21	208:9 219:20
268:23 269:11	Dan 1:7 8:3	9:10,18 10:3,9	77:7,16 82:3	220:4 221:6,17
269:19 289:15	215:14,14,16	64:21 87:14,22	83:12,16,19	221:21,22
291:23 299:15	215:22 217:14	118:24 198:2	85:3,6,14	222:2,11
306:14 310:14	217:17	202:1 219:1	88:21 89:18,22	226:24 227:1,6
310:16,22	dangerous 59:15	220:22 229:22	90:2,4,10,15	228:14,18
311:6,24 312:4	59:18 60:1,2	240:19 271:14	90:15 91:3,8	229:15 230:20
312:5,7,9,11	60:16,23,24	278:9 287:15	91:24 92:14,16	239:12,20,22
314:16 315:4,4	77:5 225:23	293:14	94:7,9,10,12	240:8,11,19
315:6,17	dangers 299:10	dates 36:14	94:13,14 95:2	241:11 242:3
317:14 318:1	300:22 302:9	146:5 257:7,10	100:7,20,24	242:16,18,24
customers'	Danny 6:17	268:15 285:4	101:4,23	243:4,23 244:8
150:2 163:22	111:19 112:4	287:20 318:5	102:10,14,22	245:8 246:7,16
165:2,13 261:3	112:11,16	David 21:21	102:24 104:20	247:3,6 248:4
306:11	113:23	day 4:3 12:8	105:12,14,15	249:13,14,20
customize	Danny's 115:12	123:6,7 128:22	106:2,11 107:7	249:24 250:2,9
163:24	data 116:17	177:24 234:20	107:22 108:1,4	250:16,20
cut 44:1,1 113:9	117:12,16	295:11,11	108:16,17	256:24 257:24
185:17 236:1	130:15 165:13	335:13 336:22	110:4,9,15,20	258:14 259:7
cutting 199:7	187:11 215:4	337:21	111:22 117:11	259:19,24
Cuyahoga 44:5	233:6,14,15	day-to-day	117:16 118:2	260:10,13,16
44:15,21 45:11	234:17,18	127:8	121:18 124:8	260:16,21
62:9,10 63:10	238:1,3,14	days 122:19,19	124:10,18	261:2,3,20
63:16,20 64:8	247:18,21	281:11,16	125:4 129:19	262:1,8,8,16
64:15 316:23	259:7 260:10	282:22	129:24 132:4,8	263:9 271:2
317:4,10,14	260:15,16	DCs 146:3 260:3	132:10,15,18	278:3,9 279:1
318:1	274:6 275:12	de 76:12 297:16	133:8,17 134:4	280:12 282:8
CV 18:8	297:17 311:4	de-identifies	134:7,9,10,15	283:2 284:4,14
cyclic 34:20	314:19	248:19	134:16,22	284:22 288:20
cyclical 34:17	database 128:24	DEA 6:8,12 7:3	135:2,4,6	290:2,15,20
95:1	130:15 188:14	7:6,8 8:19,23	136:7,14 137:3	291:14,21
	260:11	9:3,10 10:11	140:2,4 146:24	292:12,24
D	date 9:12 11:4	10:13 21:13	147:14 149:9	299:10 301:1
d 2:5 5:1 171:18	112:1,20 114:5	26:5,10 28:20	152:14 153:1	302:17 303:1,7
171:18 284:4	117:22,24	28:21 33:21	156:8,9,12,14	303:12 304:4,9
D&K 19:8	120:5 139:1	34:2,6,15,18	157:20 161:11	304:11 305:1,2
D.C 3:9,19	164:8 166:13	34:21 39:9	161:22 170:23	305:9,10,13,23
124:10	184:17 185:16	45:17 49:24	171:12 173:6	306:21,22
d/b/a 5:16	186:10 201:24	50:6,13,22,23	173:13 176:21	307:7,11,14
daily 167:24	202:6 207:16	51:11 52:14,14	177:5,7 178:4	317:5 318:14
217:9 249:23	207:19,19	56:14 57:4	178:17 192:1,3	318:17 323:21
249:24 250:19	219:1 272:5	64:20 65:23	192:12,21	324:7,20,23
263:8,10,17,17	288:2 338:23	66:18 67:14	193:8 194:18	326:24 327:4,4
Dale 6:17,20	339:23	72:11 73:5	195:7,18,19	329:4 330:19

DEA's 92:2 104:6 120:21 161:23 222:3 246:3,23 302:21	declined 171:14 decrease 237:23 deem 176:17,19 193:14,23 214:8	178:24 268:3 denying 312:8 department 33:21 85:19 86:2 210:7,9	338:1 339:1 depositions 1:19 Deputy 102:10 Deris 276:4,5,10 describe 24:17	13:15 18:7 97:4 desired 199:22 despite 302:23 detail 203:21
DEA-mandated 122:12	deemed 91:23 100:6	212:4,10,16 235:2 263:1 269:2,18 297:19 307:19	150:18 194:24 236:11 270:3 270:16,19	248:12 310:19 detailed 249:13 detailing 278:17
DEA-registered 262:10	deeper 173:17 173:20 174:6	311:18,19,21 323:8	described 56:21 57:19 58:21 66:13 75:1	details 48:16 147:10,12,17 206:24 281:24
deal 172:18 283:24	defendant 5:12 5:16 44:11	departure 20:12 230:24 293:6	91:15 109:18 118:6 135:12 156:1 158:1	detect 298:14,21 300:7,19 301:4 301:20 306:3 307:9 308:6
dealings 105:14	Deficiencies 278:4	depend 128:6 139:6,9 206:3 237:24 277:6 286:16	239:7 260:12 295:22 320:9 331:3	determinant 45:5
deaths 62:2 309:5	define 43:1 58:23 59:18 206:9 308:13	depended 170:1 173:5 248:5 270:20 286:14	describes 75:8 78:21 120:1 213:19 232:7 233:7	determination 224:4 236:6 333:14 334:4
Debbie 8:16 251:23	defined 48:9 56:21 154:1,1 175:12 214:5	dependence 27:8 28:3	213:19 232:7 233:7	determine 64:7 95:19 120:17 120:21 122:22 127:3 129:3 130:23 144:2 144:22 151:6 163:11 167:18 203:22 214:18 235:22 237:20 252:13 253:3 327:14 331:14
decades 304:7	defines 213:22	depending 231:12 270:1	describing 169:19 291:16 295:14	determined 143:15 151:13 170:18 176:15 177:4 178:3 214:24 230:22 231:5 266:7 267:11 334:1
December 9:3 87:14,22	definite 178:23	depends 135:16 158:18 169:24 173:22 174:3 180:1 231:15 236:23 248:5	descriptor 271:7 design 46:8 160:11 326:22 328:4	determines 29:19 determining 29:21 152:22 154:6 163:9
deception 238:13	definition 5:18 27:2 42:5 58:11 59:5 94:8 97:1 120:3 138:1 268:24 308:23 333:8,13 334:9	depict 202:11,16 depiction 99:23 DEPONENT 335:17 deposed 13:23 deposition 1:15 5:10,14 11:6 15:6,20 16:1 16:19 17:18 26:13 30:19 45:16 106:2 142:9 148:14 181:7 191:18 197:9 229:17 278:20 282:5 326:4 336:9,14 337:1,9,13	design 46:8 160:11 326:22 328:4 designated 16:11 109:24 127:23 designates 215:14 designation 161:23 214:11 292:2 designed 72:22 72:23 73:2 154:8 176:3,9 214:2 290:6 292:10,10 296:1 333:22 designee 13:10	detrimental 73:18 develop 90:5
decide 71:16 143:20 235:19	definitions 149:1,3 309:11			
decided 10:13 223:23 240:4 240:14 243:17 244:20 270:24 274:21	definitive 214:1 320:11,20 323:1 334:9			
deciding 73:12	definitively 335:9			
decision 143:24 144:21 180:11 222:3 224:17 239:23 240:3,9 242:21 243:2,5 247:9 270:12 307:5	delays 51:9 deliver 73:14 295:5 delivered 61:18 61:19 deliveries 35:11 295:4 demand 57:17 57:24 58:3 Dena 322:13 denied 177:11			
decisions 130:14 181:3 219:23 220:1 237:18				
DECLARATI... 337:6				
declare 337:8				
declared 73:16				
decline 327:13 331:13 332:6,8 332:13				

101:22,23	177:13 180:2	243:20 244:10	331:2,3,17	194:1 195:19
144:1 146:13	185:9 186:9	244:16,17,22	332:3	250:14 272:17
146:20 160:16	195:10 196:3	255:19 256:4	disagreement	285:24 293:2
160:24 162:6	209:2,15 212:1	264:10,13	75:5,7	299:1 313:23
162:14 163:1,3	214:6 226:5,19	267:12,16	disagrees 72:17	330:15 332:22
221:23	236:4,13 238:2	269:23 273:7	73:23 74:14	discussing 86:11
developed 83:18	259:23 263:6	275:15,17	328:24 329:7	132:18 284:21
93:6 94:5	272:18 273:11	276:9,11,14	331:8	discussion 90:11
152:9 159:22	274:6 291:23	312:5,6,23	discern 174:5	100:20 129:24
163:20 189:10	304:3 319:21	317:2,18 321:6	227:8 248:9	181:6 185:5
195:4 305:8	differentiate	331:14 332:6	discipline	191:14,15
developing 90:3	152:24	diligence'	225:18	195:22 223:10
90:16,20 94:15	differentiated	327:13	disclose 46:9	242:9,11
146:22 148:8	213:19	diligently 101:2	282:10	discussions
151:20 161:24	differently	direct 115:14	discontinue	152:13 173:13
168:17 194:7	105:14	176:4 192:14	170:14,20	239:22 240:10
196:8 249:8,10	difficult 43:18	231:24 243:15	171:3 240:5	243:14 275:16
306:3	184:4,24	258:18 264:8	discontinued	312:3 313:9
development	197:13 237:1,8	293:12 322:4	171:15 229:6	dispense 236:16
92:23 93:1	dig 15:16 30:17	325:14	312:24	324:9
94:11 147:2	48:16 132:23	direction 91:2	discontinuing	dispensed 76:15
157:16 193:19	215:4 310:18	336:11	312:19	172:24 173:1
198:15 231:3	Dilaudid 27:10	directive 304:11	discover 98:16	319:11
307:7 308:5	diligence 8:10	directives 91:2	327:23 329:2	dispenser
deviated 334:15	20:23 43:4	directly 110:10	discovered	168:22
335:3	45:6,8 53:9,13	247:13 336:19	46:12 50:1,8	Dispensers 46:5
deviates 57:3	53:23 54:3,11	director 19:7,11	50:21 51:7,10	dispensing 30:7
deviating 46:14	54:15 67:20	20:14 119:20	51:19 53:20	163:23 170:6,6
47:20 56:13,23	68:6,12,20	119:21 230:6	76:10 91:11	170:7,24
deviation 120:19	69:4,5,8,13	directors 52:4	99:11 104:22	172:18,23
die 63:14 309:7	70:2,9,10,23	dis 97:8	121:23,23	179:24 215:24
died 63:17 64:14	71:5,21 72:1	disadvantage	133:6	217:16 225:12
differed 155:22	78:23 105:19	221:8	discovery 18:14	225:13 233:15
difference	168:23 169:4	disagree 27:19	discuss 90:2	234:18 236:8,9
223:24	172:6 174:8,11	30:14 66:8	132:15 134:18	236:20 237:6
different 18:23	174:14 187:12	67:24 68:23	135:5 157:23	237:13 245:1
25:24 36:7	187:15 188:8	69:7,12,17	180:12 226:17	255:7 273:19
88:4 100:2	188:13 190:16	74:19 77:9	245:5 271:21	275:12,18
101:6 110:4,12	190:19,22	79:8 88:16	273:20 292:19	320:12,13
118:7 146:3	191:2 195:1	95:21 96:10	313:9	dispute 27:19
149:18 152:6	197:4 218:21	97:8 98:1,3	discussed 55:1	30:14 77:22
152:10 153:6	220:16,24	267:20 273:3	83:13 87:5	78:1
153:23 161:5	223:8,19	290:4,13 291:1	88:3 103:12	disseminate
166:5,20,21	226:20 229:20	301:15,23	131:21,21	201:17
167:6,7 173:13	233:16,19,22	302:8 303:3	135:6 148:10	distances 226:1
173:13 175:1	234:11 243:8	308:20 328:2	180:16 186:17	distilled 85:18

distribute 24:14 25:19 29:18 56:13 65:24 83:7 117:20	175:12 distributor/w... 310:17 distributors 29:14 30:15 46:5 66:2 73:9 73:12 75:2,18 78:4,12 100:23 163:8 168:16 170:14 171:10 202:12 228:1 228:15,21 229:10,13,15 250:10 276:8,9 276:16 277:2,4 310:23 322:20 326:22 distributors/w... 310:15 district 1:1,2,18 11:9,9 242:6 dive 173:17,20 174:6 diversion 7:11 10:10 21:23 28:20,21 29:24 30:20,24 31:10 31:16,21 39:10 39:19 40:3,13 40:20,22,23 41:5,6,6,18,21 41:22 42:6,6 42:12,13,15 43:5,11,16,21 43:24 44:8 45:17 53:19 56:2,8,8,9,15 57:5,14 70:12 71:14 72:9,13 73:3,9 75:20 77:8,16 96:4 97:21 106:22 108:22 112:6 125:8 147:15 171:5 178:16 195:20 196:18	197:2 198:6 221:6 223:13 235:24 242:7 300:8,20,23 301:5,10,20 302:6,10 308:7 323:21 diverted 67:22 68:7 95:20 327:15 331:15 diverting 42:23 44:17,22,24 45:11 divi- 146:5 division 1:3 7:18 8:7 11:10 24:7 113:16,17,18 115:6 146:6,6 146:7 161:8 165:11,11,13 165:18,19,21 182:23 193:13 193:22 194:6 210:11 215:18 222:6 239:13 242:7 245:6 264:15,18,20 265:1,10 278:2 281:24 284:22 285:24 286:8 divisional 7:21 207:15 209:16 219:2 divisions 84:7 103:13,15 111:1 201:16 209:19 210:4 218:19 257:6 257:15,15 258:1 295:3 doc' 272:15,24 docs 273:5 doctor 76:3 219:18 220:12 222:15 223:6 223:10,12	226:2,3,13,17 248:14,18 273:24 doctor's 220:12 doctors 161:9 225:14,16 226:14 227:5 234:19 247:15 247:18 248:11 273:16,18,19 doctors' 264:21 document 1:8 5:11,14 17:23 26:12 28:6 72:20 76:20 98:12 147:19 156:17 158:24 159:4,6,10,23 160:6 165:6 168:14 182:6 182:16 184:9 186:4 200:14 201:12 204:2 207:13 208:4 229:23 230:9 233:17 244:18 251:20 252:1 256:23 257:3 257:18 258:8 258:11,15,19 260:19,21 263:23 264:3,9 268:9 271:11 271:12,16 272:12 275:5 277:9 279:9 281:6 283:4 285:10 286:18 286:20 287:14 288:18 298:10 299:17,21 documentation 153:5 185:6 187:9 191:6,6 319:1 documented	146:9 documents 17:13,16 18:4 30:18 98:10 174:11 181:9 187:3 204:3 257:13 doing 21:11 37:24 75:2 100:9,10,14 104:20 147:3 152:13 156:10 170:14,20 172:23 179:21 194:11 196:11 196:13 201:14 201:23 220:17 220:21 224:1,5 224:22 234:18 245:2 252:10 253:9 255:10 262:2 270:24 274:21 275:8 275:15 285:7 289:13 311:24 318:18,22 319:4 330:21 Don 297:23 door 82:12 256:13 dosage 155:2,15 216:11,12 236:21 double 299:4 doubt 114:24 140:10 Doug 217:5,6 218:2 dozen 154:23 draft 7:3 192:12 207:22 drafted 203:13 308:24 drafting 159:17 208:4 drafts 159:16
--	--	---	--	---

draw 78:3	54:3,11,15	175:8	Eastern 1:3	employ 237:11
Drive 2:20 4:3	67:20 68:6,12	E-3 148:16,24	11:10	employed 20:4
drug 2:19 8:15	68:20 69:3,4,8	e-mail 6:16,21	easy 155:7 248:9	employee 23:6
10:10 63:17,20	69:13 70:1,9	7:13 8:3,6 9:14	echo 70:15	198:4 336:16
64:15 65:23	70:10,23 71:4	10:3,9 101:15	edit 195:16	336:17
66:3,6,9,13,21	71:21 72:1,14	110:18,24	educate 130:3	employees
66:23 67:5,6	78:23 103:18	111:12,19	educated 190:12	210:11
73:4 77:1,4,20	105:19 168:23	112:11 113:8	237:18	employment
77:23 79:2	169:4 172:6	115:5,12,16,21	effect 73:18	285:5
80:10 152:20	174:8,10,13	116:2 117:22	effective 29:23	enacted 38:20
155:1,11	187:12,15	118:1 130:6	30:20,23 31:10	encapsulation
161:24 162:5,6	188:8,13	182:9 183:3	31:16,20 39:18	329:7
162:21 175:16	190:15,19,22	184:17,21	40:2,11 53:19	enclosure 137:3
176:23,23	191:2 195:1	185:20 188:18	56:7 70:11	encouraged
187:19 202:12	197:4 218:20	191:1,5,15	72:8,12 96:4	163:8 168:16
236:12 237:21	220:15,24	195:21 197:10	97:20 123:21	ended 178:15
245:10 246:5	223:8,19	197:17 198:2,9	125:8 266:8	270:11
256:14 277:1,4	226:19 229:20	198:14,20,22	301:10 302:5	endemic 248:23
293:24 294:10	233:16,19,22	198:24 200:5	effects 63:5	endorse 196:11
294:11 296:8	234:11 243:8,9	202:2 217:3,20	efficacy 126:10	endorses 157:20
296:13 308:4	243:19 244:10	219:1 221:4,8	effort 71:13	ends 177:6
308:10,21	244:16,17,22	223:7 293:10	efforts 244:23	245:22
309:2,6,8	255:19 256:4	313:14,17	300:21 301:21	enforcement
323:23 324:7	264:10,13	314:11,15	eight 217:6	33:10,22 34:2
324:12	267:12,16	319:2 322:13	218:2 233:10	34:24 35:19
drug's 161:23	269:23 271:3,3	323:14,17,20	234:23	36:11 65:23
drugs 6:9,14	273:7 275:15	e-mailed 110:17	either 17:22	enforcers 35:4
26:9 60:13	275:17 276:8	e-mails 181:9	21:7,13 44:1	engagement
61:13,17,18	276:11,14	185:13 188:17	86:8 116:17	268:16
62:18,18,20	312:4,6,23	215:8 313:15	117:19,19	enhance 298:13
63:3 106:4	317:2,18 321:5	E-u-s-o-n 13:8	153:18 171:14	306:3
114:4 152:10	327:13 331:14	earlier 57:19	176:15 196:12	enhanced
154:2 164:6	332:6	67:13 91:15	218:15 242:17	249:11
165:4 166:7,21	duly 12:19,22	109:11 118:6	285:12 307:2	enhancement
225:11,22	336:7	121:16 161:3	Eleazer 10:10	289:15 290:8
236:16,17,19	DUR 237:4	182:22 239:1,8	323:14	293:3
241:12 300:8	238:7,14 248:3	268:2 270:11	electronic	enhancements
300:21,24	duration 206:18	272:17 282:4	122:20 160:17	299:12
301:5,21	duties 20:15,20	297:4,17	element 306:12	enorm- 77:17
316:15	211:19 285:7	298:12 303:11	elements 144:18	enormous 77:8
Drugs/Senath	323:5	332:22	146:13 161:1	77:17
6:15	duty 78:22	early 146:21	288:3 305:18	ensure 73:7
dry 258:7	256:16	254:2 318:16	306:7 307:4	ensuring 48:24
due 8:10 20:23		easier 215:11	335:2	enter 140:17
43:4 45:6,8	E	218:24 237:18	eleven 212:10	249:14,16
53:9,13,23	e 2:15 3:15 5:1	easily 237:15	Elmo 326:15,16	250:4

entered 187:18	181:8 227:13	evidence 174:4	262:20	111:10 112:21
entering 250:17	331:2	188:12 218:20	exceed 219:16	118:10 120:1
entire 337:9	established	222:12 233:23	253:23	148:14,18,22
entirely 44:1	150:15	321:5	exceeded 175:17	148:24 158:24
94:24 313:16	estimated	evolution 119:16	187:18	181:8 187:3
entities 2:12	266:12 267:1	124:19 125:2	exceeding 187:4	189:1 190:14
26:3,6 62:11	268:19	126:8 164:2	exceeds 175:11	191:19 192:11
107:14 313:21	euphemism	210:1	176:11 230:15	192:11,15
entitled 83:1	269:17 271:7	evolve 161:12	232:14 234:7	193:4 197:9
entity 35:18	Euson 1:16 5:3	165:1	excerpt 148:15	200:23 201:7,9
65:22	7:6,14 8:6,16	evolved 125:9	186:2	207:5,11
entries 213:20	8:19 10:9 12:2	170:5	excess 83:1	212:20 215:6,7
entry 186:10	12:17,21 13:2	evolving 163:19	187:4	218:23 229:17
197:10,11	13:8 15:10,15	164:5 233:20	excessive 6:8,13	238:24 240:17
200:15 215:13	17:24 26:13	ex 19:2 36:5	88:13 122:23	251:9 256:22
325:18	45:15 87:2	exact 36:14	127:4 128:18	257:7 258:8
enunciated	106:2 141:20	58:11 59:5	130:24 133:5	263:21,22
91:17	148:14 158:24	139:1 146:5	133:12 136:4	271:12 278:8
environment	181:7 191:18	202:5 263:7	177:10 179:1	280:2 287:9,9
122:6	197:9 229:17	exactly 36:5	252:3,18 253:2	293:8,8,10,13
envisioned	240:16 278:1	38:7 47:13	exchange 275:14	299:20 309:22
73:12 74:21	337:17 338:24	61:24 62:16	313:22	313:12 321:12
75:2	339:24	88:6 90:17	excited 325:16	322:7 323:13
epicenter 240:13	evaluate 126:14	94:17 97:1	excluded 114:1	325:15
epidemic 37:4	171:22 225:3,8	103:4,10	excuse 30:10	exhibit's 112:1
58:6,10,11,21	228:3,9,13	127:17 134:19	92:24 149:22	exhibits 5:8 6:1
58:22 59:4,4,5	233:17	175:24 189:16	executing 98:13	7:1 8:1 9:1
equals 299:6	evaluated	201:15 204:7	execution 137:9	10:1 17:14,18
ERRATA 337:1	126:16,16	232:18 253:15	exercise 53:9,13	17:19 55:2
337:13 338:1	230:19	257:12 278:17	53:23 67:20	exist 25:9 55:12
339:1	evaluating 163:9	307:8	68:6,12,19	55:19 174:4
error 203:18	224:12 244:7	EXAM 5:4	69:3,4,8,13	329:19
260:2	evaluation	examination	70:9,10,23	existed 66:9
errors 122:14	174:14 244:14	1:17 12:24	71:4,21 72:14	existing 144:22
259:6,21 260:5	256:6 334:6	336:6	78:22	exists 329:19
260:12	Evaluations	examined 12:23	exhibit 5:9 6:2	exit 227:3
escaping 297:24	120:20	example 154:22	7:2 8:2 9:2	expect 135:1
especially 89:21	events 89:20	155:10 165:15	10:2 17:17,22	142:12
276:22 288:21	254:17	165:16 176:11	17:24 18:1	expectation 50:6
290:2	eventually 332:7	177:19 178:23	26:13,23 27:1	50:14 92:2
espoused 301:16	ever-changing	180:16 186:18	27:20 28:6,14	100:19 101:4
ESQ 2:5,6,10,15	88:21	190:13 224:8	28:19,20 29:13	102:4 105:12
2:16,22 3:5,10	everybody	270:9 320:3	39:7,8,9 45:15	123:9 132:10
3:15,20 4:5,10	325:16	examples 27:8	45:16 46:1	135:2 137:14
essence 15:8	everyday 127:8	27:13 165:5	64:18,22 106:2	163:14,15
essentially 37:15	196:24	188:13 195:13	106:15 107:13	195:15 196:9

196:14	F	329:23	152:21 162:1	132:18 212:7
expectations	F 1:20 4:20	failure 37:10,19	162:11 176:24	242:6 243:13
89:23 102:2,2	336:3,24	39:2	177:10,13	249:22 327:5
102:3 104:6	face-to-face	fair 21:16 23:16	189:18,19	Fifth 1:22
expected 82:3,4	158:12	23:18 44:13	225:10 231:8	figure 173:7
168:23 169:10	faced 66:24	45:13 54:22	231:11 294:2	231:17 289:22
expects 204:12	faces 66:4,6,14	61:1 67:9 72:3	294:10 296:8	figured 146:11
experience 30:9	facial 14:11	74:23 139:2	296:13	188:23
58:2 267:3	facilitate 15:3	191:17 192:19	far 20:22 26:1	file 84:2 174:14
experienced	77:8,16	324:11	37:19 105:2	187:12,15
122:3,14 123:4	facilities 21:2,10	fairly 224:24	150:1 156:17	218:21 223:8
127:16	21:12,15	261:24 312:15	157:23 188:11	224:3 244:17
experiencing	119:23	familiar 13:13	218:2 219:20	262:8
166:6 238:13	facility 21:1	26:22 38:8	226:1 258:4	filed 37:23 84:5
expert 52:23	34:7 239:18	39:20 46:16	281:9 331:22	files 188:13
expertise 115:2	263:4 278:2	64:19,22 65:1	fashion 90:12	220:16,24
explain 19:2	279:2 323:23	75:10 106:6	236:23	223:19 233:22
75:12 82:24	fact 15:6 30:23	107:1,20	fat 208:23	234:11 244:10
199:6 220:3	42:15,19 44:23	108:12 112:18	fax 237:7	244:16 260:1
310:20	50:7 51:5	124:4 126:19	faxed 110:17	276:1,14 317:2
explained	72:10 81:1	129:2 136:15	faxing 110:19	317:16,18
103:17 283:1	82:6 91:24	147:19 148:22	FDA 21:13 26:5	321:6
303:2	99:17 100:8	159:3,5,6	33:21 316:14	filing 88:12,12
explanation	101:10 104:23	182:12 191:22	February	99:20,24 101:9
263:20	136:17 137:6	229:23,24	293:15 296:4	fill 79:15,19
explanations	178:17 330:18	232:9 239:3,4	fed 141:12	169:8 255:22
286:15	factor 150:3	253:17 259:8	federal 1:17	273:11,21
explore 84:10	155:17	259:18 264:3	30:6 38:16	filled 37:15
125:5	factors 29:22	278:18 279:4	46:3 327:19	76:14 220:15
exploring	30:11 143:23	281:6,7 282:14	328:3,8,19	247:16,20
194:16,20	154:5,8,11	283:6 294:4	329:8,12,20	320:6
express 103:21	163:22 224:11	310:6 319:22	330:8,9 331:18	filling 53:9,13
319:23	224:13,15,16	321:20 323:18	331:23	67:21 68:7
expressly 73:16	224:22 225:2,6	325:20,22	feed 263:8,16,17	69:8 70:24
extensive 220:15	225:7 226:19	familiarize	263:17	72:15 78:23
269:23	235:22 237:16	118:15 182:3	feedback 245:13	79:9 123:6
extent 12:2	facts 191:16	families 151:21	246:4,7	222:16 223:15
44:10 76:24	fade 246:3	152:4,10,17	feeds 167:24	226:16 238:20
77:3,19 179:16	fail 57:4 121:8	153:17 154:2,4	feel 203:2	248:11 273:9
219:11,13	279:8 330:1	155:1 162:3,4	fentanyl 10:7	filtered 247:15
234:11 288:17	failed 31:20,23	162:7,13	27:11 59:8	final 102:9,13
301:15	32:8,18 40:11	163:10 183:21	63:22	102:17 103:2,5
external 285:12	46:1 51:18	184:7 185:3,4	ferret 327:7	103:8,23 224:2
extremely	121:3 123:14	187:19 294:11	field 46:11 49:15	224:4,4 289:3
253:11 297:2	302:19	family 19:13	106:23 108:19	325:15,15
eye 72:11	fails 56:14	152:7,7,8,18	108:23 110:7	334:12

finally 14:24 254:18	185:20 189:1 189:10 193:11	320:13,15,24 321:6	82:13 85:18,20 88:18 89:6	formal 278:3 281:15 329:18
find 23:21 141:5 166:4,13 188:15 222:14 226:16 260:20 261:1	204:23 209:14 212:1 219:7,11 221:3,12,20 245:21 249:6 264:12 265:20 272:12 280:19 281:2 287:23	fly 180:10 focus 96:13 119:18 181:18 182:4 281:22 288:15 289:20 focused 318:14 follow 38:15 197:18 329:23 330:1	91:4,19 92:8 92:20 93:10,18 94:2 95:24 96:16 97:15 98:6 99:8 101:12 104:15 105:8 114:21 115:18 121:11 121:20 123:1 123:23 124:15 131:13 133:22 134:11 135:14 136:23 137:11 138:2 140:8 144:10 145:1,8 151:16 155:2 157:3 159:24 169:13 180:17 187:6 189:6 199:9 202:13 205:4,12 206:7 206:21 218:7 227:18 228:6 235:3 237:15 250:12 252:20 257:20 266:20 275:1 278:22 279:11 284:6 285:13 287:19 289:9 290:17 291:6 298:12 298:19 301:7 302:1 303:5,23 305:6,20 306:15 308:11 309:14 310:24 315:22 316:24 319:16 324:14 327:20 328:10 328:17 329:10 330:10 331:19 332:9 333:11 333:20 334:7 334:18 335:7	Format 200:6 forms 56:9,9 195:1,4,13,16 196:6 197:4 236:13 303:15 314:18 formula 130:22 149:7,15 254:1 Fort 284:21 forward 84:20 194:9 286:11 forwarded 65:10 84:16 85:8 forwarding 184:1 found 168:4 190:4 218:20 273:13 296:24 333:7 four 19:6 44:7 54:24 209:13 222:7 251:2 276:8,16,20,20 frame 15:7 framed 15:24 Franklin 2:9 frankly 148:14 204:1 Fraud 8:15 fraudulent 238:20 frequency 46:15 47:22 56:24 57:1 120:17 288:1,3,8,21 289:13 290:3,8 291:20 298:14 298:18,22 305:5,18 306:4 306:7,24 307:4 307:23 334:14 334:16 335:2,5 335:6
finding 284:3 296:23	291:19,19 293:21,22 294:12,18 295:12,19 300:1,3 301:17 310:1 316:24 325:24 326:1	follow-ups 275:10,12 followed 52:21 following 29:22 168:17 193:9 233:8 follows 12:23 241:4 245:18 foregoing 336:9 forged 41:19 forget 219:21 236:8 292:1 form 9:12 22:23 25:11 31:2 32:3 33:4 34:4 35:7,21 36:3 36:12,22 40:8 42:9 43:13 44:10 45:1 46:21 49:2 50:3 51:3,13 51:20 53:15 54:1,12 55:7 56:4,16 57:6 57:20 58:7,16 59:1,16 60:3 60:17 61:10,22 62:14 63:11 66:15 67:1 68:3 69:10,19 71:1,11 74:1 74:15 77:11 78:18 79:3,11 79:20 80:12 81:7,12,23	101:12 104:15 105:8 114:21 115:18 121:11 121:20 123:1 123:23 124:15 131:13 133:22 134:11 135:14 136:23 137:11 138:2 140:8 144:10 145:1,8 151:16 155:2 157:3 159:24 169:13 180:17 187:6 189:6 199:9 202:13 205:4,12 206:7 206:21 218:7 227:18 228:6 235:3 237:15 250:12 252:20 257:20 266:20 275:1 278:22 279:11 284:6 285:13 287:19 289:9 290:17 291:6 298:12 298:19 301:7 302:1 303:5,23 305:6,20 306:15 308:11 309:14 310:24 315:22 316:24 319:16 324:14 327:20 328:10 328:17 329:10 330:10 331:19 332:9 333:11 333:20 334:7 334:18 335:7	formal 278:3 281:15 329:18 Format 200:6 forms 56:9,9 195:1,4,13,16 196:6 197:4 236:13 303:15 314:18 formula 130:22 149:7,15 254:1 Fort 284:21 forward 84:20 194:9 286:11 forwarded 65:10 84:16 85:8 forwarding 184:1 found 168:4 190:4 218:20 273:13 296:24 333:7 four 19:6 44:7 54:24 209:13 222:7 251:2 276:8,16,20,20 frame 15:7 framed 15:24 Franklin 2:9 frankly 148:14 204:1 Fraud 8:15 fraudulent 238:20 frequency 46:15 47:22 56:24 57:1 120:17 288:1,3,8,21 289:13 290:3,8 291:20 298:14 298:18,22 305:5,18 306:4 306:7,24 307:4 307:23 334:14 334:16 335:2,5 335:6
findings 233:17 268:8 286:1 292:19	291:19,19 293:21,22 294:12,18 295:12,19 300:1,3 301:17 310:1 316:24 325:24 326:1	follow-ups 275:10,12 followed 52:21 following 29:22 168:17 193:9 233:8 follows 12:23 241:4 245:18 foregoing 336:9 forged 41:19 forget 219:21 236:8 292:1 form 9:12 22:23 25:11 31:2 32:3 33:4 34:4 35:7,21 36:3 36:12,22 40:8 42:9 43:13 44:10 45:1 46:21 49:2 50:3 51:3,13 51:20 53:15 54:1,12 55:7 56:4,16 57:6 57:20 58:7,16 59:1,16 60:3 60:17 61:10,22 62:14 63:11 66:15 67:1 68:3 69:10,19 71:1,11 74:1 74:15 77:11 78:18 79:3,11 79:20 80:12 81:7,12,23	101:12 104:15 105:8 114:21 115:18 121:11 121:20 123:1 123:23 124:15 131:13 133:22 134:11 135:14 136:23 137:11 138:2 140:8 144:10 145:1,8 151:16 155:2 157:3 159:24 169:13 180:17 187:6 189:6 199:9 202:13 205:4,12 206:7 206:21 218:7 227:18 228:6 235:3 237:15 250:12 252:20 257:20 266:20 275:1 278:22 279:11 284:6 285:13 287:19 289:9 290:17 291:6 298:12 298:19 301:7 302:1 303:5,23 305:6,20 306:15 308:11 309:14 310:24 315:22 316:24 319:16 324:14 327:20 328:10 328:17 329:10 330:10 331:19 332:9 333:11 333:20 334:7 334:18 335:7	formal 278:3 281:15 329:18 Format 200:6 forms 56:9,9 195:1,4,13,16 196:6 197:4 236:13 303:15 314:18 formula 130:22 149:7,15 254:1 Fort 284:21 forward 84:20 194:9 286:11 forwarded 65:10 84:16 85:8 forwarding 184:1 found 168:4 190:4 218:20 273:13 296:24 333:7 four 19:6 44:7 54:24 209:13 222:7 251:2 276:8,16,20,20 frame 15:7 framed 15:24 Franklin 2:9 frankly 148:14 204:1 Fraud 8:15 fraudulent 238:20 frequency 46:15 47:22 56:24 57:1 120:17 288:1,3,8,21 289:13 290:3,8 291:20 298:14 298:18,22 305:5,18 306:4 306:7,24 307:4 307:23 334:14 334:16 335:2,5 335:6
fine 27:15 38:6 97:9 142:18 181:19 229:18 258:6 288:23	291:19,19 293:21,22 294:12,18 295:12,19 300:1,3 301:17 310:1 316:24 325:24 326:1	follow-ups 275:10,12 followed 52:21 following 29:22 168:17 193:9 233:8 follows 12:23 241:4 245:18 foregoing 336:9 forged 41:19 forget 219:21 236:8 292:1 form 9:12 22:23 25:11 31:2 32:3 33:4 34:4 35:7,21 36:3 36:12,22 40:8 42:9 43:13 44:10 45:1 46:21 49:2 50:3 51:3,13 51:20 53:15 54:1,12 55:7 56:4,16 57:6 57:20 58:7,16 59:1,16 60:3 60:17 61:10,22 62:14 63:11 66:15 67:1 68:3 69:10,19 71:1,11 74:1 74:15 77:11 78:18 79:3,11 79:20 80:12 81:7,12,23	101:12 104:15 105:8 114:21 115:18 121:11 121:20 123:1 123:23 124:15 131:13 133:22 134:11 135:14 136:23 137:11 138:2 140:8 144:10 145:1,8 151:16 155:2 157:3 159:24 169:13 180:17 187:6 189:6 199:9 202:13 205:4,12 206:7 206:21 218:7 227:18 228:6 235:3 237:15 250:12 252:20 257:20 266:20 275:1 278:22 279:11 284:6 285:13 287:19 289:9 290:17 291:6 298:12 298:19 301:7 302:1 303:5,23 305:6,20 306:15 308:11 309:14 310:24 315:22 316:24 319:16 324:14 327:20 328:10 328:17 329:10 330:10 331:19 332:9 333:11 333:20 334:7 334:18 335:7	formal 278:3 281:15 329:18 Format 200:6 forms 56:9,9 195:1,4,13,16 196:6 197:4 236:13 303:15 314:18 formula 130:22 149:7,15 254:1 Fort 284:21 forward 84:20 194:9 286:11 forwarded 65:10 84:16 85:8 forwarding 184:1 found 168:4 190:4 218:20 273:13 296:24 333:7 four 19:6 44:7 54:24 209:13 222:7 251:2 276:8,16,20,20 frame 15:7 framed 15:24 Franklin 2:9 frankly 148:14 204:1 Fraud 8:15 fraudulent 238:20 frequency 46:15 47:22 56:24 57:1 120:17 288:1,3,8,21 289:13 290:3,8 291:20 298:14 298:18,22 305:5,18 306:4 306:7,24 307:4 307:23 334:14 334:16 335:2,5 335:6
fined 38:16	fit 189:19 280:9	233:8 follows 12:23 241:4 245:18 foregoing 336:9 forged 41:19 forget 219:21 236:8 292:1 form 9:12 22:23 25:11 31:2 32:3 33:4 34:4 35:7,21 36:3 36:12,22 40:8 42:9 43:13 44:10 45:1 46:21 49:2 50:3 51:3,13 51:20 53:15 54:1,12 55:7 56:4,16 57:6 57:20 58:7,16 59:1,16 60:3 60:17 61:10,22 62:14 63:11 66:15 67:1 68:3 69:10,19 71:1,11 74:1 74:15 77:11 78:18 79:3,11 79:20 80:12 81:7,12,23	101:12 104:15 105:8 114:21 115:18 121:11 121:20 123:1 123:23 124:15 131:13 133:22 134:11 135:14 136:23 137:11 138:2 140:8 144:10 145:1,8 151:16 155:2 157:3 159:24 169:13 180:17 187:6 189:6 199:9 202:13 205:4,12 206:7 206:21 218:7 227:18 228:6 235:3 237:15 250:12 252:20 257:20 266:20 275:1 278:22 279:11 284:6 285:13 287:19 289:9 290:17 291:6 298:12 298:19 301:7 302:1 303:5,23 305:6,20 306:15 308:11 309:14 310:24 315:22 316:24 319:16 324:14 327:20 328:10 328:17 329:10 330:10 331:19 332:9 333:11 333:20 334:7 334:18 335:7	formal 278:3 281:15 329:18 Format 200:6 forms 56:9,9 195:1,4,13,16 196:6 197:4 236:13 303:15 314:18 formula 130:22 149:7,15 254:1 Fort 284:21 forward 84:20 194:9 286:11 forwarded 65:10 84:16 85:8 forwarding 184:1 found 168:4 190:4 218:20 273:13 296:24 333:7 four 19:6 44:7 54:24 209:13 222:7 251:2 276:8,16,20,20 frame 15:7 framed 15:24 Franklin 2:9 frankly 148:14 204:1 Fraud 8:15 fraudulent 238:20 frequency 46:15 47:22 56:24 57:1 120:17 288:1,3,8,21 289:13 290:3,8 291:20 298:14 298:18,22 305:5,18 306:4 306:7,24 307:4 307:23 334:14 334:16 335:2,5 335:6
fines 39:3	five 209:5	233:8 follows 12:23 241:4 245:18 foregoing 336:9 forged 41:19 forget 219:21 236:8 292:1 form 9:12 22:23 25:11 31:2 32:3 33:4 34:4 35:7,21 36:3 36:12,22 40:8 42:9 43:13 44:10 45:1 46:21 49:2 50:3 51:3,13 51:20 53:15 54:1,12 55:7 56:4,16 57:6 57:20 58:7,16 59:1,16 60:3 60:17 61:10,22 62:14 63:11 66:15 67:1 68:3 69:10,19 71:1,11 74:1 74:15 77:11 78:18 79:3,11 79:20 80:12 81:7,12,23	101:12 104:15 105:8 114:21 115:18 121:11 121:20 123:1 123:23 124:15 131:13 133:22 134:11 135:14 136:23 137:11 138:2 140:8 144:10 145:1,8 151:16 155:2 157:3 159:24 169:13 180:17 187:6 189:6 199:9 202:13 205:4,12 206:7 206:21 218:7 227:18 228:6 235:3 237:15 250:12 252:20 257:20 266:20 275:1 278:22 279:11 284:6 285:13 287:19 289:9 290:17 291:6 298:12 298:19 301:7 302:1 303:5,23 305:6,20 306:15 308:11 309:14 310:24 315:22 316:24 319:16 324:14 327:20 328:10 328:17 329:10 330:10 331:19 332:9 333:11 333:20 334:7 334:18 335:7	formal 278:3 281:15 329:18 Format 200:6 forms 56:9,9 195:1,4,13,16 196:6 197:4 236:13 303:15 314:18 formula 130:22 149:7,15 254:1 Fort 284:21 forward 84:20 194:9 286:11 forwarded 65:10 84:16 85:8 forwarding 184:1 found 168:4 190:4 218:20 273:13 296:24 333:7 four 19:6 44:7 54:24 209:13 222:7 251:2 276:8,16,20,20 frame 15:7 framed 15:24 Franklin 2:9 frankly 148:14 204:1 Fraud 8:15 fraudulent 238:20 frequency 46:15 47:22 56:24 57:1 120:17 288:1,3,8,21 289:13 290:3,8 291:20 298:14 298:18,22 305:5,18 306:4 306:7,24 307:4 307:23 334:14 334:16 335:2,5 335:6
finger 209:1	213:13 273:13	233:8 follows 12:23 241:4 245:18 foregoing 336:9 forged 41:19 forget 219:21 236:8 292:1 form 9:12 22:23 25:11 31:2 32:3 33:4 34:4 35:7,21 36:3 36:12,22 40:8 42:9 43:13 44:10 45:1 46:21 49:2 50:3 51:3,13 51:20 53:15 54:1,12 55:7 56:4,16 57:6 57:20 58:7,16 59:1,16 60:3 60:17 61:10,22 62:14 63:11 66:15 67:1 68:3 69:10,19 71:1,11 74:1 74:15 77:11 78:18 79:3,11 79:20 80:12 81:7,12,23	101:12 104:15 105:8 114:21 115:18 121:11 121:20 123:1 123:23 124:15 131:13 133:22 134:11 135:14 136:23 137:11 138:2 140:8 144:10 145:1,8 151:16 155:2 157:3 159:24 169:13 180:17 187:6 189:6 199:9 202:13 205:4,12 206:7 206:21 218:7 227:18 228:6 235:3 237:15 250:12 252:20 257:20 266:20 275:1 278:22 279:11 284:6 285:13 287:19 289:9 290:17 291:6 298:12 298:19 301:7 302:1 303:5,23 305:6,20 306:15 308:11 309:14 310:24 315:22 316:24 319:16 324:14 327:20 328:10 328:17 329:10 330:10 331:19 332:9 333:11 333:20 334:7 334:18 335:7	formal 278:3 281:15 329:18 Format 200:6 forms 56:9,9 195:1,4,13,16 196:6 197:4 236:13 303:15 314:18 formula 130:22 149:7,15 254:1 Fort 284:21 forward 84:20 194:9 286:11 forwarded 65:10 84:16 85:8 forwarding 184:1 found 168:4 190:4 218:20 273:13 296:24 333:7 four 19:6 44:7 54:24 209:13 222:7 251:2 276:8,16,20,20 frame 15:7 framed 15:24 Franklin 2:9 frankly 148:14 204:1 Fraud 8:15 fraudulent 238:20 frequency 46:15 47:22 56:24 57:1 120:17 288:1,3,8,21 289:13 290:3,8 291:20 298:14 298:18,22 305:5,18 306:4 306:7,24 307:4 307:23 334:14 334:16 335:2,5 335:6
fingered 208:23	317:15	233:8 follows 12:23 241:4 245:18 foregoing 336:9 forged 41:19 forget 219:21 236:8 292:1 form 9:12 22:23 25:11 31:2 32:3 33:4 34:4 35:7,21 36:3 36:12,22 40:8 42:9 43:13 44:10 45:1 46:21 49:2 50:3 51:3,13 51:20 53:15 54:1,12		

Friday 8:20 241:4,17 246:1 246:2,24	general 29:17 36:20 37:8 73:19 102:24 151:8 200:1 242:12,13 243:14 244:18 271:22 307:20	181:11 183:22 188:1 189:19 190:12 191:20 195:18 199:21 200:7,24 201:4 201:18 206:24 208:16 214:1 229:18,18 235:23 236:22 248:8,12 258:9 263:20 270:8 282:21 283:7 294:23 313:12 320:21 323:1 324:3	226:19 227:19 228:7,11 235:21 236:24 239:12 247:1 248:1 266:5,5 267:11 277:17 280:18,24 285:14 289:10 290:18 293:9 293:11 294:2 295:12 300:15 320:6 326:5	212:19 218:18 219:5 221:21 221:22 229:16 234:12 240:17 241:2 243:17 250:22 255:1,7 256:9,14 263:21 271:4 277:13 280:15 282:22 286:17 286:21 287:2,4 294:19 299:18 299:20 301:18 305:10 307:9 309:21 311:5 313:11 314:6 315:1,20 320:22
Friday's 241:9	General's 35:17	294:23 313:12	goes 152:21	299:20 301:18
friend 210:19	generalities 136:1	320:21 323:1	197:21 212:21	305:10 307:9
front 17:23	generally 24:15 63:8 136:2,9	324:3	314:11	309:21 311:5
222:11	generated 114:3	given 72:7 76:24	going 13:22	313:11 314:6
fulfillment	generation 143:7	77:3 127:22	15:10,13 16:17	315:1,20
175:15	generic 24:18	128:18 138:8	16:18,18 17:7	320:22
full 24:23,23	265:4,12	195:8 212:13	17:12,19 23:7	Golkow 4:15
72:21 148:15	generics 265:5	213:22,24	26:12,15,19	11:3
226:9 249:7	geographic 44:7	241:8 246:8	28:5,16 30:17	good 13:2 46:2
294:12	166:15 167:11	303:8,8 307:21	37:12 39:7	86:15 181:1,1
function 73:11	248:23	336:12	41:7 45:14,19	189:20 195:23
115:8 116:1,3	geographical 165:6,7	gives 102:11	62:1 64:17	197:5 219:24
126:3 172:5,6	George 1:16 5:3	172:22 216:11	74:21 76:21	277:13 287:12
180:16 217:20	7:6,14 8:6,16	233:9 296:15	83:5 86:16	293:3
functionality	8:19 10:9 12:2	giving 188:5	90:18 101:21	Google 167:24
144:18 293:22	12:16,21 15:10	glad 177:8	106:1 107:10	gotcha 150:8
294:5,9 296:3	15:15 52:20	glitch 259:14	107:12 111:9	gotten 226:13
296:24	216:15 337:17	glitches 259:18	111:24 123:17	285:23 304:2,5
functions	338:24 339:24	go 13:22 14:1	126:18 128:17	govern 79:2
116:14	gestures 14:11	17:12,14 32:19	135:23 141:6	government
further 1:13	getting 35:10	36:7 43:7 47:6	145:16 148:13	21:7 25:5
43:7 62:9	62:3 70:19	67:10 74:17	155:21 158:22	38:16 62:11
142:8 155:2	117:12 118:22	75:17 86:18	158:23 160:9	94:22 157:13
182:1 190:21	154:24 168:10	91:20 100:4	168:13 171:5	Grande 6:17
253:15 263:20	173:24 235:9	105:9 122:7,13	173:9 176:7	113:11,12,14
285:7 335:11	258:4 265:6	129:1 133:23	178:11 179:24	Gray 3:3 12:7
335:17	283:9 292:4	141:2 144:21	180:4,7,9	great 45:23
fuzzy 288:13	gist 103:17	145:24 148:20	188:7,8 194:4	57:17 238:4
	give 14:4,12	152:3 154:15	194:8,9 195:12	310:19
G	26:15,19 28:16	170:24 180:20	195:16 196:2,2	green 251:5
G 281:3	45:5 64:18	180:22 184:6	196:11 197:8	group 153:10
game 238:6	94:16,21 149:5	189:7 192:10	200:10,24	161:4 242:5
gap 299:13	156:12 165:15	198:14 203:4	201:19,23	314:2,5,8
garnered 195:8	172:13 178:22	203:21 216:3,4	204:1 207:5	grouped 153:21
Garriott 7:14				
106:19,21				
108:22 134:17				
135:17 198:3				
Garriott's				
200:19				
gather 43:2,3				
Gayle 242:6				
gears 277:8				

153:22	22:22 23:4,9	108:8 109:14	261:2,18 262:2	299:20 309:22
guard 39:18	23:17,23 24:10	109:16 111:14	265:5 266:18	323:13 336:22
40:12	24:14 25:19	113:3 115:1	271:14 272:13	handful 260:12
guess 43:22	27:18,24 29:6	116:1,7 118:1	273:4 275:12	297:5
70:14 113:9	29:8 30:13,15	118:19 119:5	278:2,8,11,12	handing 159:1
131:3 141:5,6	30:19,22,23	119:13 120:24	279:2,5 282:5	278:7
166:5 168:12	31:9,20,23	121:2 122:5	282:18 283:18	handle 75:23
192:18 197:22	32:8,17 33:2	123:22 124:12	283:21 284:1	76:4 128:2
209:1,5 215:8	33:18,23 34:3	125:16 128:4	284:16 285:12	handled 127:24
217:13 219:3	34:16 35:6,20	132:2 135:8,11	296:4 298:5	269:8
257:18	36:10,15,21	136:1,21	300:17 301:3	Handler's 7:8
guidance 88:21	37:9,17 38:6	138:16 139:12	301:18 303:3	147:20,23
98:10,12 100:9	38:12,14,22	140:14 143:3	303:19 304:11	148:3,6 149:20
146:23 154:21	39:23 40:5,11	143:15,20,23	304:14,23	151:3 156:16
156:17 165:6	42:5 43:11	144:2,7,19,21	305:17 306:6	156:22 163:4
195:18 219:22	44:7,16 46:23	145:6,19 149:3	306:23,23	handlers 73:4
233:8 302:20	48:4,8,18 49:1	151:4,13	307:3 308:16	204:8
303:8,9,15	49:11,20,21,23	153:14 158:16	311:4,8,12,15	hands 59:15,21
304:1,5,9	49:24 50:19	159:21 160:18	312:18,19	60:1,2,15
305:11	51:2,11,17,18	160:23 163:16	313:3,20	handwriting
guideline 149:8	52:1,4,18 53:2	163:17 164:23	314:12,16,18	200:8,11,13,16
149:11,13,14	53:7,12,23	168:19 170:18	315:3,16,20	handwritten
149:17,24	54:6,9 55:4,18	170:19 171:8	316:13,22	184:8 189:2
150:7 151:19	55:24 56:12	172:1 174:5	317:3,8,13,23	197:10,11
168:14 171:17	57:3,17,24	178:20 179:1,6	318:6,17,21	200:4 325:18
176:6	58:4,13,20	179:7 180:14	319:10 320:7	happen 18:8
guidelines 7:10	59:11,14,20,22	183:7 186:1	321:14,21	23:13
159:22	61:6 62:6 63:6	188:12,20	322:10,12,15	happened 89:20
guy 280:24	64:6 65:8 66:8	205:1,8,17	322:16 323:9	134:19 179:11
guys 277:14	66:21 67:24	206:4,11,18,20	324:11,21	278:14 279:7
	68:14,23 70:5	208:3,5,13,19	327:17 328:24	282:15
H	70:7,17 72:17	210:3 211:3,15	329:6,17,23	happens 81:3
H 259:5 281:2	73:23 74:13	212:2 221:21	330:7 331:6	209:10
H.D 1:15 2:12	76:1 77:9,22	223:2 224:11	332:15 333:2,9	hard 28:7
6:8,12 7:16	78:10,24 79:8	227:14 229:1	333:18 334:13	197:17 215:9
8:12,23 9:4,8	79:18,18 80:15	230:24 232:19	335:3	216:2
9:10,19 10:3,4	80:21,21 81:6	234:11 235:2	H.S 5:16	harm 56:3 61:9
10:7 11:24	81:17,18 82:10	237:20 239:13	habits 168:6	61:13,20 62:8
12:2 13:10,16	88:16 89:15	240:4,14	247:19 273:18	62:12,16 63:3
13:20 14:23	90:3,24 96:9	241:14,24	half 328:22	63:10,15 64:8
15:8,8,14 18:6	97:4,4,5 98:13	244:1 246:3	halt 80:10	64:13 77:8,17
18:24 19:3,5	98:19 99:4,23	247:2 249:7,10	239:23 243:18	harmful 63:5
19:10,14,17,18	100:13,15	249:13,14,16	244:20	Hay 1:22
19:19 20:1,2,5	101:9 103:9,20	253:22 255:21	Hampshire 8:13	Hayden 3:5 12:6
20:8,21 21:17	104:4 105:3	256:24 259:6	hand 16:18 17:7	274:24
22:1,2,11,15	107:4,16 108:3	259:19 260:11	17:22 159:9,13	hayden.miller...

Highly Confidential - Subject to Further Confidentiality Review

Page 359

3:5 Hazelwood 271:15 HBC 4:7 12:10 HD 5:16 HDA 168:19 HDA's 300:18 HDMA 7:3,10 157:11 159:8 159:22 165:5 168:14 176:6 192:1,2,7,12 192:16,20 195:8 228:20 299:22 301:1 301:13,16,17 302:22 308:7 308:16 HDMA's 9:17 300:6,13,18 HDS-EUSON... 5:17 HDS-EUSON... 5:19 HDS-EUSON... 5:22 HDS-EUSON... 6:3 HDS-EUSON... 6:5 HDS-EUSON... 6:7 HDS-EUSON... 6:12 HDS-EUSON... 6:16 HDS-EUSON... 6:19 HDS-EUSON... 6:21 HDS-EUSON... 7:3 HDS-EUSON... 7:5 HDS-EUSON... 7:8	HDS-EUSON... 7:10 HDS-EUSON... 7:13 HDS-EUSON... 7:16 HDS-EUSON... 7:18 HDS-EUSON... 7:21 HDS-EUSON... 8:3 HDS-EUSON... 8:6 HDS-EUSON... 8:10 HDS-EUSON... 8:12 HDS-EUSON... 8:15 HDS-EUSON... 8:19 HDS-EUSON... 8:22 HDS-EUSON... 9:3 HDS-EUSON... 9:5 HDS-EUSON... 9:7 HDS-EUSON... 9:10 HDS-EUSON... 9:12 HDS-EUSON... 9:14 HDS-EUSON... 9:17 HDS-EUSON... 9:19 HDS-EUSON... 10:3 HDS-EUSON... 10:7 HDS-EUSON... 10:9	HDS-EUSON... 10:13 HDS-EUSON-A 5:10 HDS-EUSON-B 5:13 HDS_Euson_... 5:18 HDS_Euson_... 5:21 HDS_Euson_... 5:23 HDS_Euson_... 6:4 HDS_Euson_... 6:6 HDS_Euson_... 6:11 HDS_Euson_... 6:15 HDS_Euson_... 6:18 HDS_Euson_... 6:20 HDS_Euson_... 6:24 HDS_Euson_... 7:4 HDS_Euson_... 7:9 HDS_Euson_... 7:12 HDS_Euson_... 7:15 HDS_Euson_... 7:17 HDS_Euson_... 7:20 HDS_Euson_... 7:22 HDS_Euson_... 8:5 HDS_Euson_... 8:9 HDS_Euson_... 8:11	HDS_Euson_... 8:14 HDS_Euson_... 8:18 HDS_Euson_... 8:21 HDS_Euson_... 8:23 HDS_Euson_... 9:4 HDS_Euson_... 258:24 HDS_EUSON... 261:9 HDS_Euson_... 9:6 HDS_Euson_... 9:9 HDS_Euson_... 9:11 HDS_Euson_... 9:13 HDS_Euson_... 9:16 HDS_Euson_... 9:18 HDS_Euson_... 9:21 HDS_Euson_... 10:6 HDS_Euson_... 10:8 HDS_Euson_... 10:12 HDS_Euson_... 10:14 HDS_Euson_1 232:4 HDS_MDL_0... 7:7 head 84:23 117:1 146:10 147:15 205:17 219:22 265:6 headed 311:20 heading 277:12	headings 113:9 headquarters 52:15 90:2,4 90:15 94:12,13 94:14 110:9,11 110:15 115:9 192:3 193:8 210:8 242:4 249:21 heads 187:24 health 3:7 9:17 23:20 30:12 73:18 299:22 300:22 301:2 301:14 302:9 Healthcare 19:8 157:7 hear 118:14 134:3,6 195:23 196:3,3 197:3 275:3 heard 113:6 134:9 246:22 246:23 321:22 heart 326:21 held 7:3 11:6 20:11 37:14 132:12,15 176:12,14,16 177:20 214:7 216:13,23 218:13 234:15 252:13 284:24 295:12 help 247:3 313:11 318:17 helps 14:18 166:3 188:6 hereof 337:13 hereto 336:19 hereunto 336:21 Hernandez 9:14 285:3 289:23 292:20 293:10 Hernandez's 290:14 291:1
--	--	--	---	---

63:22	114:4 127:7	186:16 189:3	174:20 199:22	106:24 108:20
hesitate 93:22	169:20,21	hydrocodone	200:11 206:23	139:16,20
Hey 173:16	185:23 279:5	27:12 102:21	215:4 216:19	165:20,21
179:23 196:14	289:14 323:22	152:7,16	221:24 228:15	198:7
197:5	hit 176:10 179:8	155:15 167:1,2	243:6 245:9,14	image 217:11
hierarchy 85:2	209:2 214:4	167:4 177:13	247:18,22	immediately
high 27:6 28:1	252:23 313:7	177:15 179:9	248:18 298:4	230:19 241:14
88:14 190:10	333:24	183:21 187:20	304:13 310:13	242:23 245:18
225:24 266:11	hits 209:2	hydromorpho...	310:21 318:17	324:8
266:13,24	226:11 315:1	27:9 222:8	318:21 322:19	impact 142:1
268:18,24	hitting 179:18		326:23 328:4	254:5 288:11
269:2,10,20,22	209:12	I	329:3 330:3	289:8
270:4,17 271:2	hoc 131:11	I.3 208:11	333:23	impacts 289:6
Higher 276:6	hold 20:7 168:11	idea 45:4 46:2	identifying	289:18
highlighted	177:18 219:21	114:23 115:17	123:22 150:10	impetus 194:14
27:16,21 28:17	231:7 280:7,18	119:1 128:10	150:11 163:12	274:20
29:2,13 39:11	294:18 295:20	223:10 250:16	214:3 246:5	implement
39:12,15 40:19	296:9,9,17,18	identified 43:20	256:11	52:11 196:17
45:18 64:20	297:1,10,13	44:16 80:16,22	identities 228:18	197:1
65:18 67:12,17	298:6 299:18	81:5,19 124:2	II 5:17 25:19,23	implementation
72:4 78:9 88:7	315:5	132:12 136:4	26:4 27:9,11	91:13 99:3,24
88:10 95:5,10	holds 216:21	150:1 168:3	28:1 29:9,15	104:9 125:15
118:11 120:13	HON 1:7	170:22 205:1,8	29:19 30:24	136:21 137:9
132:20 133:1	hope 179:3	205:17 206:15	31:10 32:1,10	144:20 150:13
183:2,12,16	247:2 248:15	207:3 216:23	122:10 232:7,9	150:21 184:18
189:2 193:10	hoping 197:11	222:1 226:22	232:12,16	207:19 208:20
198:17 230:10	283:5	227:5 238:22	233:2 234:12	257:4 305:16
241:6 245:18	hospital 76:3	241:16,23	234:24 235:16	306:19 308:5
245:21,24	153:2 174:1	242:24 243:23	235:18 244:2	implemented
252:2,3 264:11	190:7	244:7,8,14	II/IIN 27:5	52:7 104:5,12
264:22 300:12	hour 141:2,8,9	246:15 247:6	III 2:16 122:11	129:18 135:11
302:13,16	141:10 203:3	256:11 268:9	IIN 27:13	159:21 207:13
308:2 310:8	hour-and-a-half	289:24 311:24	IIs 26:7,11	207:15 291:6,8
326:10,19	141:3	314:16 317:11	illegal 40:23	304:24
highly 1:12	Houston 167:1	320:14 321:10	41:1,2,8,16,17	implementing
127:13,14	Howard 8:3	330:22 333:3,5	42:15 73:16	144:4 196:21
140:10	215:14,14	333:17 334:21	327:8,15	199:2 249:8,11
HIPAA 248:2	217:14,17	335:10	331:15	302:22
248:20,20	Huckstep	identifies 108:4	illegally 42:1	implicated
hire 212:13	297:23	275:20	illegitimate	289:7
hired 119:5,9,12	huge 308:5,10	identify 11:11	289:5	important
historic 151:5	308:21 309:2	14:22 48:9	illicit 41:8,10,16	253:11 331:4,5
historically 97:7	309:12,13,16	122:16 132:7	57:18 59:8	impression 93:6
195:17 303:8	hydo 167:4	133:11 161:18	63:22 196:18	improve 125:7
311:16	hydro 6:23	162:3,13 163:2	Illinois 1:23	145:4 167:8
history 51:17	184:16 185:3	165:22 166:4	2:21 4:4 11:7	194:17 233:20

235:10 improvement 9:12 298:12 improvements 53:1 287:20 in-house 112:15 inability 105:4 inaccurate 262:18 inartful 56:19 incident 279:5 include 27:9,12 27:13 41:18,21 41:23 44:5 46:13 47:20 54:15 152:18 161:12,13 169:9 185:8 190:7 265:13 298:18 306:24 307:22 328:7 334:13 included 115:15 204:4 219:6 252:24 254:16 275:18 includes 48:21 165:6 215:12 including 24:20 206:18 246:14 307:4 inconsistent 29:20 incorporate 166:5 172:1 incorporated 166:10 168:19 incorrectly 62:3 increase 184:15 185:2 186:21 187:22 189:4 191:2 210:13 210:21 211:15 265:5,11 268:17 297:6 increased 185:4	186:16 188:16 210:11 223:2 268:6 increases 127:18 189:22 increasing 190:16 309:7 independent 95:17 97:11 98:4,18,20 99:5 Indiana 2:14 Indianapolis 2:14 indicated 11:5 136:16 168:22 321:7 337:12 indicating 129:5 279:1 indication 100:13 indicators 256:13 indicia 233:23 indigent 292:2 indirectly 336:19 individual 12:3 15:6,11 49:13 100:24 133:9 133:18 164:1 174:3 237:24 244:17 250:15 329:17 indulge 331:9 industrial 30:2 67:23 68:9 industry 7:10 19:21 21:7 47:24 50:6,13 80:24 82:2,5 89:21 91:7 92:1 100:18,20 100:20 102:4 125:9 132:10 204:12 209:4	302:20,24 303:9 305:2 306:1 314:2,5 314:8 330:18 inflate 253:24 influence 240:8 243:5 influenced 166:8 inform 46:10 83:22 84:8 140:3 241:13 information 10:4 21:6,8 22:10 26:22 43:2,3 83:13 84:19 116:17 130:2 138:8 163:11 170:3,6 171:1 172:14 172:18 185:6,8 188:1,1,5,22 189:15 190:11 190:21 218:10 223:20 226:7 226:21 228:18 228:20 237:9 237:14 238:17 239:9 248:9,14 248:20 249:13 255:6,7 273:19 274:3 275:14 276:12 277:7 279:9 281:9 282:2,21 283:3 285:8 311:9,10 311:13 312:1 312:14,18,21 313:23 315:2 316:5,7 320:12 327:4,7 informed 142:21 196:7 247:9 Inglewood 113:19 ingredients	162:8,17 inherently 288:9 298:21 initial 81:16 100:13 119:17 135:8 198:15 219:4 255:19 256:3,5 initially 44:22 99:20 168:22 initiate 233:14 initiated 232:17 initiation 9:12 233:5 287:18 291:6 input 52:4 inquire 43:2 269:3 298:7 inside 75:20 169:15 286:11 insight 172:22 insistent 247:17 inspection 34:8 256:2 inspections 34:17,20 95:2 105:15 255:15 255:16,17 256:8 instance 31:19 34:1,15 51:18 61:8 100:15 101:5,8 143:14 187:20 205:18 205:22 206:1 261:23 325:24 326:2 instances 32:17 188:15 205:1,8 206:4,11 232:14 instituted 33:22 34:2,6 35:5,19 36:11 272:4,6 instruct 14:6 92:21	instructed 87:6 193:14,23 instruction 138:13 instructions 110:6,9 306:20 insufficient 100:18 194:12 245:10 intended 62:22 209:2 intention 250:4 interact 280:11 interaction 280:12 316:13 interest 29:21 29:22 163:2,13 166:4 175:9,14 175:19 176:17 230:16 232:5 232:16 234:8 interested 336:19 interference 52:17 internal 21:10 106:11 111:5 126:3 226:15 264:7 267:2 285:12 internet 102:20 103:19 129:23 internet-type 83:14,23 interpretation 88:21 89:13 90:22 91:8 101:4 202:18 202:19 249:18 302:21 304:6 329:17 330:20 interpretations 67:15 89:5 104:7 interpreted 89:16 121:18
--	---	---	--	--

interpreting 98:13 305:2	320:8,20	247:4,7 248:22	115:21,24	114:1
intervened 140:18	investigative 107:11 233:8	274:9 284:21	116:6,10	kind 43:8 77:21
introduce 12:5	investigator 10:10 106:22	292:13 293:22	118:14	112:8 152:2
introduced 18:14	108:23 112:6	item 114:4	jurisdictions 44:4,4	169:16 173:11
introduction 76:8	195:20 198:6	298:24	jury 331:5	173:14,14
investigate 42:22,24 82:18	242:7 321:10	items 114:1,2	Justice 33:22	201:22 204:11
investigated 34:16 178:21	323:21	285:17 294:16	307:19	204:12 209:4
187:2,3,14	investigators 327:5	294:17 295:17	justification 185:7	226:15 240:12
193:15,24	invited 90:1	295:18 321:11	justify 220:4	244:21 254:21
214:7 230:20	involved 19:17	iteration 24:10	justifying 222:11	264:11 279:24
285:22 321:7	34:21 35:23	iterations 48:14	jyoung@forth... 2:5	Kirbach 184:2
investigating 270:12	94:10 125:20	J	K	knew 94:10
investigation 6:7	142:23 143:1	J 2:16 281:3	Kash- 116:21	101:24 104:20
6:12 9:3 33:23	219:23 323:6	Jacksonville 2:4	Kashmer 117:1	151:19 156:7,7
34:3,6,22 35:5	involvement 52:4 116:13	249:2	297:23	156:14 169:15
35:19 36:21	219:21	James 2:5 11:13	kec@pelini-la... 3:15	173:12 263:1
43:8 45:4,7	involves 321:21	13:2	keep 17:8	305:23 307:8
98:18 106:3	involving 107:14	January 9:6	141:12 160:9	314:6 324:20
136:14,16	Ira's 216:12	83:12 85:14	167:6 226:14	325:5,7,12
170:23 171:1	isolated 248:22	125:5 129:19	245:3 262:2	know 13:23 14:2
176:22 177:2,5	286:22	129:24	keeping 325:19	14:16,20,21
177:24 178:5,6	issuance 29:20	Jersey 314:7	keeps 76:7	15:1,3,12
178:9,10,12,21	issue 14:3	job 20:15 49:4	Keller 219:9	17:21 23:7,15
179:3 180:3	166:21 196:9	49:10 180:24	220:9	24:15 26:1
214:17,23	240:13 247:12	197:5 323:5	Keller's 8:7	28:22 32:21,22
230:21 231:16	259:8 262:3,21	Joe 64:24 78:4	222:1,5,6	34:18,19,22
232:5,8,17	263:8,12,18	303:12	223:17,23	37:7,22 38:4
233:2,12,24	287:3 295:2	join 319:16	224:7,18,21	41:14,15,15
234:9,13,16,24	299:1 322:19	joined 118:19	225:3 227:12	42:15,16,17,19
235:16,18	issued 102:10,13	joint 90:11	227:22 270:10	49:9,9 50:24
236:1,4,5	108:8 225:24	Jones 4:3 12:8	270:15 271:8	52:22 53:17
258:13 270:14	301:13	Joseph 6:5	Kennett 6:9,14	54:14,15,16,16
270:21,22	issues 32:23	journal 197:10	106:4	54:19 55:9
investigations 33:10 34:19	58:10 59:7,8,8	Ju- 198:17	Kentucky 34:7,7	58:9,10,11
42:13,18 44:20	157:22 166:6	Juan 2:10 11:17	138:17 139:4	59:5,6 60:23
179:18 232:10	167:7 168:6	juanmartinez... 2:11	165:18,19	61:5 62:1,17
234:19 244:2	193:9 198:15	Juliana 1:20	kept 122:11,11	62:17,19,20,20
255:17 256:8	239:16,21	4:20 12:17	164:5 244:21	62:22 63:5,13
	240:11 242:9	336:3,24	key 73:10 209:2	63:19 64:4
	242:12 243:7	July 106:3 198:2	keyed 112:14	66:12 73:21,22
	243:14 246:24	198:17 216:5		74:20,20,21,21
		jump 18:3		75:15 76:9
		June 7:8 10:14		77:21 82:1,9
		Junior 115:20		82:11 84:6,14
				84:14,15,24

Highly Confidential - Subject to Further Confidentiality Review

Page 363

85:22 86:7,17 87:3,4 88:20 90:19 94:10,15 96:22,22 97:5 97:9 98:1,8 100:12 101:20 103:4,6,10,15 104:24 105:1 106:19,21 107:21,22 108:24 109:5,8 110:13,21 111:1,6,15,23 112:7,8,18,23 113:5,9,12 114:6,10,11,12 114:17 116:3,5 116:12,20 117:2,19 119:2 120:4 122:4,21 123:3,21 124:5 124:5 125:3,3 125:7,8,12 126:1,11 127:14,15,16 127:17,17 128:17 129:6 129:10,16 130:5,9 131:9 131:19,19 132:8 134:3,19 134:21 135:3 135:18,20 136:7,11,14 137:2,4,6,8,23 138:11 139:1,3 139:7,14,17 140:2,12,16 146:5,23,23 147:22 148:8,9 149:2,10,22 150:2 152:18 153:22 155:15 156:9,12,20,24 157:5 159:3,7 159:12,14,20	160:22 162:14 163:17 165:3,3 166:15,24 167:3,23,24 168:22 169:9 169:10 170:3,4 170:4 171:1,6 172:16,19,20 172:24 173:11 173:16,23 174:1,20 176:16 179:2 179:13,16,22 180:1,2,6 181:2 183:2,11 184:9 185:10 187:1 188:4,6 188:6,19 190:11,13,15 191:11,13,14 192:9 193:16 194:4,6,7 195:9 196:14 197:1,4,15,22 197:23 198:12 200:8,16 201:15,20,20 201:24 202:5 203:2 204:4,5 204:5,11,13 214:2,2,6,20 215:2 216:10 216:24 217:24 218:2,9,9 219:7 220:1,20 220:23 221:7 223:2,5,5,6,7,8 223:11 224:6 225:8,9,12,13 225:17,17,18 225:19,20 226:10,11,12 226:14 227:1 228:1,13,17 230:3,4,5,7 232:20,22	233:18 234:10 234:24 237:7 237:18 238:16 238:22 239:19 242:10 244:5 244:11,19 245:1,2,7 246:11,13,20 247:8,17 248:17 250:9 250:11,18,20 251:19,22 252:12,15 253:11,20 254:15 256:3 256:11,12,17 257:16 259:15 259:23 262:3 263:7,18 264:4 264:5,24 267:1 267:13 268:16 268:16,18,22 268:23 269:5 270:18,20 272:4,4,5,7,24 273:2,7,8,8,10 274:20,23 275:4,24 276:13 277:7 281:7,15,17,19 281:23 282:1 282:21 283:1,2 283:23 285:4,5 285:17 286:3,7 286:23 288:2 288:18 291:5 291:16 292:14 295:1 296:2,5 296:18,20 297:7,10 298:7 300:3 301:15 303:1 304:3,3 304:7 309:6,17 309:17 310:7 311:11,14,22 311:23 312:17	313:1,24 314:8 314:9,13,23 315:5,19,24 316:3,4 317:16 319:7 320:11 320:15,16 321:15,24 322:16,17,23 323:10,16 324:18 325:23 329:1 knowing 138:5 189:16,17 191:16 227:11 268:22 283:8 knowingly 318:12 knowledge 31:22 40:16 80:20 82:22 114:19 123:20 127:6,12 134:6 137:22 140:20 145:13 179:12 190:20 224:23 260:18 286:19 296:7 297:12 298:5 299:14 305:24 311:4 316:5 317:1 322:11 329:12 334:20 known 46:24 Komoroski 8:17 251:23 Kristen 3:15 12:14 Kyle 7:6 90:15 94:13 147:14 147:14 191:20 192:3 193:1,5 193:5,22 194:10 195:13 195:20 197:3 201:17 208:9 211:20 319:2	L L.A 276:24 labeled 192:12 212:24 328:23 LAK 186:12 Landry 193:8 Lane 242:6 Langston 4:5 12:8,8 242:4 243:13 language 39:20 46:16,20 largely 213:14 larger 212:5 247:5 250:15 266:12 largest 212:4 Larry 193:7 late 325:18 lately 182:8 launch 171:1 Laura 2:3 law 30:4 31:24 53:6 71:16,19 71:20 89:5 91:1 92:6,19 93:8 97:17,24 98:9 104:12 105:4,12 121:19 329:24 331:18 lawful 73:14 laws 30:6 32:9 32:18,23 33:2 33:11 39:2 54:7,10 55:1,3 55:12,15,19 67:15 79:2 89:3,8,8,16 304:21 lawsuit 34:20 37:23 lawyer 202:21 lays 149:14 lead 27:7 28:2 92:18
--	---	---	---	---

LEADER	160:8 161:20	letterhead 64:20	338:2,5,8,11	LLC 3:2,2,13
251:11	161:21 164:9	186:1 271:13	338:14,17,20	5:16 13:10
learn 143:12	164:10 168:13	letters 85:3	339:2,5,8,11	20:5 23:23
278:15	173:16 177:19	124:11 196:1	339:14,17,20	24:10
learned 37:18	197:8 209:24	303:12,18	lines 256:13	LLP 1:22 2:13
87:6 100:16	216:6,6 239:12	letting 61:5	lingo 209:4	2:20 3:3,8,18
104:10 118:23	258:9 264:11	94:14	liquid 155:3	4:8
164:22	293:9,20	level 189:17	list 147:24 149:1	loaded 267:23
learning 103:22	302:13 326:8,8	232:7,9,12,16	149:20 168:18	local 30:4 31:24
leave 216:13	lethal 77:5	233:2 234:12	171:13 226:14	32:9 111:22
led 306:23	letter 6:5 7:5	234:15,24	226:15,15	133:8,17
ledger 181:10	8:19 9:10	235:16,18	229:5 233:9	134:15,22
Leeder 2:16	64:24 65:7,14	244:2 312:14	236:19 248:11	locally 217:8
11:23,23 18:17	65:17,21 66:1	313:4	257:23 273:16	located 110:8
141:9	66:22 67:9	levels 222:12	297:3	location 292:15
left 18:24 19:3	75:1,8 78:3,21	Levin 240:19	listed 84:9 184:7	locations 257:7
19:17,20 87:10	83:5,6,7,10,14	241:19,23	lists 108:4,5	257:10
143:6 164:15	84:1,4,15,18	242:4 243:12	192:15 263:11	logistics 262:5
164:16 166:12	84:19 85:2,12	license 33:18	litigation 1:6	262:11 263:5
203:12 285:5	85:15,17 86:2	39:3 289:2	4:15 11:3,8	long 119:2 134:3
323:10	86:8,12 87:12	320:23 321:8	13:4,17 35:5	141:6 175:20
legal 70:23	87:13,17,19	licensed 66:21	35:23 36:2,15	214:21 298:2
142:24 323:9	88:2,3,4,5,8	139:23	38:1,3,4,5	long-term 183:5
legally 42:1	90:24 91:17	licensing 20:24	337:4	longer 24:8
legally-obtained	92:14 93:8	21:1 211:18	little 6:22 18:5	28:14 139:22
41:23	95:6 96:8	212:7	24:6 25:13	156:21 158:24
legally-regulat...	97:17,24 99:19	lieu 158:21	26:15 30:17	210:3 223:23
327:6	100:8,9,12	lifesaving 62:20	32:14 43:1	224:17 243:2
legitimacy 72:15	101:1,15,18	light 239:16	45:3 50:16	247:9 260:24
legitimate 30:1	102:3,6 103:3	245:19,24	57:22 59:19	261:3,21
62:22,23 67:22	104:11 121:19	246:2 279:24	77:21 86:5,16	270:12 271:4
68:8 73:4	191:19,24	282:16	96:24 97:1	298:1,2 311:19
95:20 164:7	193:4,6,18,21	lim- 256:21	110:2 132:24	longest 123:5
165:3 181:2	194:24 195:12	limit 62:8 83:3	141:9 143:12	look 16:20 26:18
223:12	196:16 240:18	limitation	146:12 151:8	26:20 28:16
lengthier 258:9	240:21 241:6	266:17	151:10 160:6	45:8,19 64:22
lengthy 73:21	241:13,22	limitations	182:21 195:10	83:22 84:8
299:21	242:22 243:11	264:10 266:4	195:18 197:17	87:15 104:21
Leonard 240:19	278:8,19 279:1	limited 22:6	203:14 213:15	106:6 111:11
242:3 243:11	281:2,2,3,3,3,4	228:19 256:21	215:20 218:24	148:22 153:5
let's 25:17 36:7	281:18 282:3,8	281:12 297:2	219:22 222:19	155:10 159:2
81:16 98:23	282:16,20,24	304:8	240:2 251:7	173:17 174:10
129:9 132:23	283:11,24	limits 183:20	258:9 280:24	181:12 188:15
132:23 141:6	284:8,13,18,22	190:23 223:14	289:18 299:19	190:11 191:21
141:11 154:15	285:1,19	line 24:23,23	live 130:7	194:2 196:7
154:15 160:5,5	286:10	42:14 325:15	145:24 146:1	201:4,7,19

222:13 224:15 225:14,16 226:5 237:16 238:1 239:2 248:1 263:19 263:22 321:14 323:11 326:13 looked 28:19 169:16 173:3 203:14 256:14 looking 54:20 87:10 97:2 108:23 122:15 130:3 246:20 247:17 260:22 287:11 298:11 322:6 looks 103:5 106:11 160:15 233:10 238:3 239:2,3 251:20 287:20 loop 117:21 loose 148:4 Lori 184:2,3 186:12,14 216:8,20,24 217:6 218:17 Lori's 184:10 lose 261:24 loss 289:1 lost 250:3 lot 25:14,24 73:21 102:21 146:21 169:12 170:1 207:6 225:1 226:7 236:3 240:1 245:3 256:15 263:5 Louis 19:8 220:10 Louisville 138:17,22 139:3,16,19 182:18	low 190:7 224:24 LTC 183:4 lunch 140:23 141:20,21 Lynda 10:10 323:14 Lynne 314:12 314:13 <hr/> M M 2:22 4:10 281:4 Mackey 193:7 mailed 110:17 main 26:10 126:2 180:24 maintain 23:8 31:15,20 53:18 56:7 70:11 71:13 72:8,12 96:3 125:7 283:13 301:10 302:5 maintained 30:19,23 31:9 138:16 maintaining 73:6 97:20 maintenance 29:23 majority 161:7 makers 180:12 making 128:13 130:14 143:24 166:16 315:3 333:13,14 Mallinckrodt 3:2 9:8,19 12:7 262:19 271:13 271:13,19,21 272:3 274:2,14 274:20 275:1,5 275:13,16,22 276:8,12 309:21 310:9	310:12,20 311:1,5,5,9,10 311:13 312:2,4 312:7,12 313:3 Mallinckrodt's 272:22 Man 149:20 manage 217:7 managed 205:18 management 52:3,18 85:1,1 85:9,11 103:21 157:8 193:13 193:22 194:6 202:9 220:13 223:5 225:19 268:9 273:17 manager 8:3,17 51:6 108:21 113:17 120:1,4 123:11,15 125:22 130:14 133:12,16 136:6 140:1 211:18,20 215:15 218:13 285:24 332:24 managers 49:14 49:14 50:10 91:23 99:14 100:3 108:18 109:6,18 124:4 125:19 129:11 129:21 130:14 131:12,20 137:24 138:9 153:20 212:7 285:6 mandate 304:19 mandated 221:23 mandates 326:22 Mando 322:14 manipulated 205:2,23	299:15 manipulating 205:21 manner 267:12 Mannix 4:10 12:10,10 manu- 314:24 manual 7:8 48:13,21 80:24 91:14,15 99:10 109:11,13 111:3,4 124:22 124:24 128:24 143:8,9 144:8 144:14,17 147:20,23,24 148:3,6,15 149:20 151:3 153:14,18 156:16,22 163:5 174:19 194:4 216:20 manually 114:3 manufacture 30:7 75:16 manufacturer 75:17 262:6 263:5 271:23 312:12 314:20 321:21 manufacturer's 263:3 manufacturer... 75:21 321:23 manufacturers 46:4 75:15,24 262:5 274:7 313:6,8 314:23 315:4 322:12 322:19 323:6 Mapes 147:15 192:3 March 6:10 7:19 9:8,14 90:19 146:4 202:3 207:16 271:15	MARCUS 4:8 Marianne 314:12 mark 216:15 217:1 marked 5:8 6:1 7:1 8:1 9:1 10:1 64:18 106:1 212:19 market 24:19 265:11 Martinez 2:10 11:17,17 259:2 Master 325:16 Masters 10:13 325:17,20,23 326:5 331:1,7 materials 146:19 195:7,7 195:8 matter 11:7 102:10 117:10 337:10 matters 336:8 Max 6:10 106:5 maximum 169:21 217:10 McBRIDE 3:10 11:19,19 McKESSON 3:17 12:13 19:9 156:6 157:1 158:4 288:23 MDL 1:6 11:8 mean 24:4 25:1 32:23 38:1 40:22 41:11 60:20 61:17 62:1 64:12 85:13,22 109:1 113:3 114:11 117:15 121:17 125:22 145:17 149:16 152:5 169:12 170:16
---	--	--	---	---

182:16 188:7	242:21 243:4	101:6 105:21	million 6:23	118:18 119:8
189:24 190:1	243:16,23	111:6 127:9	183:6 288:24	119:14,19
201:19 251:22	244:7 245:11	142:14 172:8	mind 35:15	121:7 124:13
279:18 280:3	245:15,24	177:8 202:7	74:22 134:16	125:14,17
281:14,14	246:2,8,17	204:14 223:22	196:20 320:2	131:16 144:13
309:5 318:24	249:20 271:18	225:3,6 236:7	minimum	145:22 160:10
320:1	274:15 290:20	237:11,17	169:20 288:20	160:12 175:12
meaning 113:4	meetings 103:12	243:1 254:10	290:2,15	197:21 201:14
266:18	124:10 138:15	316:8 318:13	minute 118:15	226:11 229:21
meaningful	158:21 194:11	mentions 102:8	181:12 191:21	249:12 254:5,8
302:20	245:5 250:14	276:4	272:19 280:8	254:24 271:19
means 75:13	250:15,16	meperidine	mirror 94:6	274:17,19
134:16 203:1	271:20 272:7	27:10	200:3	279:4 281:19
232:18 233:4	312:15	Meridian 2:14	misrepresenting	290:24 304:6
269:4	meets 175:11	message 219:6,7	237:21	304:12 305:24
meant 209:5	230:15 232:14	254:21	missing 264:9	313:7 314:24
213:1	234:6 314:2	met 65:3 90:3	264:12	330:16,21
mechanism	333:16	94:12 121:18	Missouri 271:15	monotony
123:16 171:20	Meghan 3:20	159:22 175:17	misspoke 142:17	225:21
Med 187:2,13,16	12:12	194:18 234:1	mistake 203:17	month 50:11
187:18 188:19	member 157:7	272:8 333:8	mistakenly	99:14 100:5
190:14,19	308:17	methadone	82:24	107:17 127:22
Medicaid 225:1	members 158:13	27:10 152:8	misunderstood	128:16,18,19
medical 30:1	192:16 300:6	222:8	196:12	128:20 130:18
67:22 68:8	300:13,18,22	metro 139:20	mixed 150:5,5	153:8,20 155:8
139:21 264:15	301:1,14,17,22	276:23	mmonaghan...	155:16,20
264:19	308:7	metropolitan	3:20	164:16 178:1
meet 88:14	memo 83:8	295:6	modest 327:2	183:6 194:3
91:16 99:21	memoranda	Miami 242:6	modifications	204:19,24
101:10 121:7,8	292:23	243:13	9:15 262:24	month's 127:4
158:9 165:2	memorandum	Miami-Luken	293:14	137:4 273:12
193:7 272:8	8:22 244:12	5:12	module 254:9	monthly 88:12
274:12 288:20	249:15,17,19	Micheletto 4:15	mom-and-pop	99:20 100:1,5
290:2,15,16	250:1,7 256:19	11:2	174:2	101:9 117:17
meeting 7:3 8:20	memorialize	mid 143:22	moment 229:17	120:13,16
52:13 83:12,15	191:15	middle 167:2	Monaghan 3:20	121:24 124:3
85:13,14 90:1	memorializing	232:13 294:12	12:12,12	130:19 131:10
90:8 100:21,24	242:22	midst 306:2	monetary	132:9 153:3,6
101:20 125:3,4	memory 127:4	Midwest 267:15	288:23 308:14	190:1 260:3
129:19 158:12	mention 28:18	Mike 147:15	monitor 305:4	months 130:21
158:16 191:24	131:16 217:19	192:3	306:11	131:1 155:11
192:2,7,12,20	mentioned	miles 226:4	monitoring 6:19	169:20,21
192:21 193:1	22:13 23:5,10	320:14	7:17 20:23	228:17 318:4
193:22 241:3,4	24:1 41:22	Miller 3:5 12:6,6	47:9 88:24	months' 130:16
241:9,16,18,22	51:24 61:3	274:24,24	89:1 90:12,13	MORGAN 2:3,3
242:3,8,16,18	63:4,22 85:14	310:24	93:2 117:10	2:8,8

morning 13:2 295:6,7	13:6 106:15 112:8,8 188:21	165:2,22 279:2 297:2	non-controlleds 173:19 174:13	NTIS 162:16 263:9,14
morphed 119:21 173:14	192:17 251:22 297:24 314:5,8	negotiated 143:2	223:17 225:4	number 17:13 17:17 161:24
morphine 27:12 152:8 222:9	323:18	network 24:8	237:23	162:5,17 163:22 169:11
motivated 180:20,21	named 246:16	never 45:9 52:17 90:6 95:3	non-controls 172:15 173:2	188:21 189:12 216:11 225:7
MOU 249:17 256:24	narcotic 117:18 narcotics 27:9 27:11	105:13 106:8 106:12,15	norm 171:2	226:18 248:4 291:15,15,21
MOUs 250:5,10 250:17	nation 66:3,6,14 66:24	107:11 108:11 113:6 124:10	normal 46:14 47:21 56:13,23	291:21 292:11 292:12,16,24
move 165:23 286:17 296:14	national 1:5 11:7 13:4	124:11 134:6,9 134:10 145:6	57:3 222:9,23 270:7	293:1 298:24 299:3 309:7
moved 155:20 286:9	166:1	176:20 179:11 198:18 210:12	North 2:9 3:14	324:20,23
moving 140:21 204:16 245:3 271:11	Nationally 128:9	228:24 229:1 247:13 250:2	northeast 267:15	numbered 17:14
mpyingling@... 2:22	natural 141:5	252:14 258:12 269:14 278:15	Northern 1:2 11:9	numbering 17:16
multiple 150:9 166:18 276:18	nature 70:20	305:11 319:8 321:18 333:3	Notary 337:24	numbers 10:11 155:7 228:17
277:2,3 292:16 298:24 310:15 310:23	navigate 205:18	334:20	notations 184:8	258:20 261:3 262:1 263:10
multiple-day 295:4	ND 259:24	new 3:4 8:13 20:15 90:21	note 186:15,21 276:5,7	299:6,10,11,16 324:8 325:2
multiplied 151:6	NDC 162:17,20 162:22 199:21	101:3 135:11 136:8 139:20	noted 281:17 335:16	numeral 160:10
multiplier 163:21 164:3 164:12,13	260:1	153:13 174:22 193:19 195:1	notes 149:23 189:3 200:4	numerical 17:20
189:13 190:10 204:15	ne- 217:13	195:13 217:7 218:3 227:7	258:22	numerous 95:1 105:14,15
multipliers 164:4 189:11 189:12	necessarily 20:17 22:5 43:7 52:6	228:3,13 231:3 243:19 249:11	notice 5:10,13 15:24 16:7,19	305:9
multiply 155:17	74:19 107:9 134:14 162:4	252:5,9 259:24 262:4 276:23	17:10 199:17 281:2	NW 3:13,18
MWI 215:18	169:3 188:7 324:5	314:7	noticed 52:8 115:11 212:23	NY 3:4
	need 14:24 70:16 83:2	news 167:23	notices 15:19 312:6	O
	86:17 96:24 179:24 183:15	nice 141:5 258:7	notification 278:4 281:16	oath 337:15
	183:20 188:22 199:3 240:18	Nicole 4:5 12:8	notified 261:2 261:18	Ob- 92:20
	241:1 298:13 310:4,18	night 295:5	notify 227:6 262:1	object 22:23 25:11 31:2
	needed 53:1 143:15,17	nlangston@jo... 4:5	notifying 256:10	32:3 33:4 34:4 35:7,21 36:3
	199:17,22,23 226:10 237:10	nod 14:11	November 1:23 8:10 11:4 19:5	36:12,22 40:8 42:9 43:13
	243:7 255:6 266:10 267:11	Nodding 84:23	19:12 49:12 125:4 229:22	44:10 45:1 46:21 48:11
	needs 54:19 163:22 164:1,7	nomenclature 46:24 47:17,23	278:9 283:23 285:1 336:22	49:2 50:3 51:3 51:13,20 53:15
		non-controlled 24:20		54:1,12 55:7

56:4,16 57:6	308:11 309:14	occasion 42:22	70:4 79:17	112:11 113:1,7
57:20 58:7,16	315:22 319:16	141:21 332:14	97:3 143:1	113:22 114:18
59:1,16 60:3	322:1,1 324:14	333:7,16	offices 1:21	117:4 118:9,17
60:17 61:10,22	327:20 328:10	occasional	264:21	125:15 128:15
62:14 63:11	328:17 329:10	259:21	official 282:23	128:23 129:9
66:15 67:1	330:10 331:19	occasionally	oft-recited	134:8 136:12
68:3 69:10,19	333:11,20	147:4 253:20	302:23	137:8 138:24
71:1,11 74:1	334:7,18 335:7	255:9 291:22	oh 26:21 69:23	140:21 142:5,6
74:15 77:11	objecting 275:1	314:3	78:6 140:24	143:5,6 145:6
78:18 79:3,11	objection 14:6	occasions 13:19	182:3 203:1	145:14 149:12
79:20 80:12	31:13 32:12	40:10 42:4	207:8 210:9	150:13 151:9
81:7,12,23	33:12 40:14	43:10 65:5	232:2 251:13	151:12,24
82:13 85:20,20	47:5 55:13,20	185:9	258:20 260:20	152:1,20 154:3
88:18 89:6	57:12 64:2,10	occur 164:13	260:22 280:22	154:10,17
91:4,19 92:8	68:16,24 71:22	299:7	292:4 314:7	155:5,19 156:4
92:20 93:10,18	79:24 96:11	occurred 135:12	326:7,11,12	156:23 160:7
94:2 95:24	112:20 116:23	136:20 198:18	Ohio 1:2 3:14	160:14,15
96:16 97:14,14	131:17 199:9	occurring	11:10 61:9,20	161:1,15,19
97:14 98:6	206:21 310:24	239:17	61:21 139:5,5	162:23 163:1
99:8 101:12	311:2 319:17	Oct 7:3	139:11,15,17	164:18 166:14
104:15 105:8	322:7,21 332:9	October 6:16	139:23,24	168:11 171:17
111:24 114:21	332:17	7:5 19:20 90:2	167:10,13,14	173:18 174:10
115:18 121:11	objections 68:10	90:4,19 94:12	167:19 321:1	175:8 176:2,8
121:20 123:1	objective 334:6	100:24 101:21	okay 15:18 17:5	177:17,23
123:23 124:15	objectives	110:10 117:23	17:7,9 18:2,3	181:4,22
131:13 133:22	287:23,24	191:20 192:4,8	18:21 22:8,13	183:23 184:14
134:11 135:14	obligated 53:3	192:12 194:18	23:16,16 24:13	184:20 185:12
136:23 137:11	90:24	249:20	26:21 28:5,23	186:6,18 187:1
138:2 140:8	obligation 70:23	offer 219:22	39:14 43:10	187:17 188:18
144:10 145:1,8	80:10 91:6	337:14	45:24 47:14	190:24 191:17
151:16 157:3	obligations	offered 254:3	48:2 51:9,24	191:23 192:5
159:24 180:17	304:14	263:16	54:23 60:8,9	192:10,19,24
187:6 189:6	observation	office 35:17	60:22 64:17	194:24 196:16
202:13 205:4	123:13 124:20	45:17 46:11	65:20 67:24	197:7,8 198:1
205:12 206:7	observed 320:24	49:15,18 84:17	69:23 70:14	199:13 200:4
218:7 227:18	obtain 73:5	85:5 106:23	72:3 74:11,12	200:17,20,22
228:6 235:3	161:23 171:7	108:19,23	74:23 78:17	201:3 202:4
250:12 252:20	227:22 237:3	110:7 111:22	79:8 80:6 82:9	203:24 207:21
257:20 266:20	283:5 292:16	118:4,4 132:18	86:14 88:16	209:9,14,17,24
278:22 279:11	obtained 42:1	133:8,17	92:5 95:21	210:24 211:10
284:6 285:13	139:12 200:20	134:22 136:7	96:6 98:12,19	215:3,6,12,20
287:4 289:9	obtaining 41:18	242:6 243:13	99:3 101:5	216:6 217:4
290:17 298:19	obviously	249:22	105:4,6 107:10	218:5,23 220:8
301:7 302:1	182:16 186:2	officer 36:9	107:24 108:2	221:14,15
303:5,23 305:6	213:17 261:5	37:13,16 42:21	109:4 110:22	222:17,18
305:20 306:15	286:23	54:8 66:20	111:9,15,18	230:9 231:24

Highly Confidential - Subject to Further Confidentiality Review

Page 369

232:6,19 235:7	331:10 332:4	opine 309:1	90:12,12 93:2	232:15 234:6,8
235:11 238:23	one-off 260:8	opined 245:8	98:17 100:7	234:14,16
239:6,11 240:2	one-page 111:9	opinion 10:13	102:9,13,17	236:19 249:12
240:16 241:18	one-time-a-year	30:22 31:8	103:2,8,23	254:5,8,24
246:21 249:5	158:12	38:22 48:4	107:5,7,16,21	271:19 274:17
250:4,22 252:1	ones 63:8	55:4,18 58:13	108:3 109:8	274:18 279:4
252:16 253:7	ongoing 254:19	58:20 61:6	112:14 113:2	281:19 290:24
254:4,13	254:22 255:2	62:7 63:6 68:1	114:20 122:8	292:9 293:24
256:19 258:3,3	online 318:6,7,8	70:17 94:21,22	122:23 123:15	294:2,3,10,16
258:4,18	318:10,18,21	94:22 115:22	125:13 127:3,5	294:17,18
263:21 265:16	319:8	115:23 121:2	127:24 128:1	295:7,7,8,10
265:21 266:3	onsite 234:18	202:19 212:16	128:18,22	295:12,17,19
267:18 268:2	255:8,10	267:19 326:5,9	129:2,3 130:24	295:19 296:7,8
271:10,11	opened 138:23	329:18 331:7	132:11 133:9	296:9,10,12
273:3 274:1	opening 128:13	331:10	133:18 134:10	301:6 304:6,12
276:2 277:8	operate 46:8	opinions 300:17	134:18 135:4	305:24 313:7
278:12 287:8	282:9 326:23	opioid 13:4 37:4	135:13,18,19	314:23 315:2,6
287:18 288:10	328:4	56:13 57:18	136:15 140:2	315:20 316:6
289:21 292:4	operated 196:5	58:5,14,21,24	140:19 145:22	317:4,6 327:12
293:8,16,20	250:6 305:13	62:18 309:8	150:15 151:7	327:13,14,16
295:15,24	operates 38:24	opioids 56:2	151:15 154:6	327:23 329:2,3
296:11,14,21	operating	58:1,3 59:7,11	154:12,14	329:3 330:3,8
297:12 298:8	105:13 160:21	59:14,22,23,24	170:15 175:11	330:15,21
299:17,19	operation	60:14 61:8,19	175:14,15,17	331:11,12,13
300:14,15	108:18 130:14	62:1,6,7,13	175:18,19	331:15,16,22
301:3 304:21	131:12	63:7,14,21,24	176:10,12,13	332:4,15,16
308:1 309:1,20	operations 8:3	64:9 152:15	176:14,16,16	333:3,4,5,8,8
310:4 313:13	22:5 49:14	228:16 265:14	176:17,18,19	333:16,18
314:9,15	50:10 51:6	319:11	176:20 177:4	334:4,10,20
315:13,15	83:21 84:7	opium 27:12	177:13,18,21	ordered 177:10
316:2,11	91:23 99:14	opposed 156:5	178:2,3 179:1	205:19 206:5
317:23 321:11	100:3 108:21	249:21	179:4 185:13	209:5 216:11
323:11 324:20	109:6,18 120:1	opposite 63:2	187:18 193:23	216:12 228:16
325:14,14	120:4 123:11	295:22	197:17,19	230:17
326:7,14	124:4 125:18	optional 208:15	201:14 205:10	ordering 120:18
327:10 328:12	125:22 129:11	options 162:13	205:24 206:2,3	127:7 171:10
328:22 329:15	129:21 130:13	209:13	206:12,19,23	179:9 187:4
335:11	131:20 133:12	order 7:17 17:15	206:24 207:3	189:16 227:9
old 122:19	133:16 136:6	20:23 47:9	208:15,24	228:2 246:18
onboard 126:7	137:23 138:9	50:8 51:10,19	209:5,11,13	orders 7:11
once 81:3 82:11	140:1 215:15	57:2,4 72:10	214:8,12,13,14	37:11,20 46:9
99:1 104:4	217:17 218:12	78:23 79:15,19	214:18,19	46:12,13,13,14
197:14 214:13	253:4 285:24	80:11,21 81:18	217:9 226:11	46:15 47:19,20
214:14 248:17	332:24	81:21 82:6,12	229:21 230:15	47:21 48:9
252:22,22	Opiate 1:6 11:8	82:20 83:1	230:16,17,18	49:15,24 50:7
327:11 330:21	337:4	88:24 89:1	231:6,9 232:14	50:11,20 53:10

53:14,20 56:13 56:20,22,23,24 67:19,21 68:7 69:9 70:24 71:7 72:15 78:13 79:6,10 79:14 80:3,16 81:1,3 82:2 88:15 91:10,22 93:13 95:18 96:3,23 97:12 97:19 98:4,16 98:18,20 99:6 99:11,16,22 102:22 104:22 108:16 109:17 109:22 110:20 112:13 116:9 120:17,18 121:22 122:15 122:21 123:7,7 123:8,18,18,22 124:1 127:8 128:2 129:22 130:4,16 132:3 132:7 134:4 136:9,16 138:1 148:4 149:10 150:10,12 152:22 160:11 160:12 163:2 163:13 166:4 170:17,19,22 171:21 175:3,9 177:21 178:23 193:14 194:2 199:22 206:15 208:12 209:19 210:5,6 213:22 213:23,24 214:4,7,7 216:13,19,21 217:18 218:13 218:19 221:24 222:1 231:11 232:5 245:10	245:15,22 246:5 249:21 252:3,15,18,23 282:10 294:17 295:5,18 296:12 298:14 298:21 304:13 306:13 313:6 315:3,16 317:9 317:11 326:23 326:24 327:4 328:5 330:16 330:22 332:24 333:23 334:15 335:3,6 ordinary 122:17 122:23 189:22 organization 308:16 organized 245:4 origin 204:5 321:7 original 111:19 115:12 155:24 155:24 204:14 216:5 219:5,6 221:8 288:5 originally 119:20 150:1 162:19 172:7 199:19,20 289:16 292:10 297:21 300:3 Orlando 249:2 OSHA 21:13 OTC 23:20 24:1 ought 281:4 out-of-state 37:22 320:18 outcome 336:20 outline 201:13 outset 61:3 outside 92:17 159:14 169:15 208:3,5,9 210:18 244:24	267:16 286:12 over-reporting 237:23 overall 169:4 225:13 246:4 overdose 62:2 309:5 overdoses 63:15 63:17,20 64:15 309:8,8 overload 64:14 overlooked 17:15 279:7 overnight 101:23 overreaching 211:19 oversee 20:22,24 overseen 233:1 oversight 202:12 overstated 289:18 overstating 289:8 overview 7:16 201:18 203:13 203:17,19 owner 180:10 238:2 268:9 289:24 ownership 119:6 owns 210:20 Oxford 4:8 oxy 8:8 10:5 177:18 185:3 216:12,13 319:22 oxycodone 27:10 152:7,16 152:18,19 162:10,11 166:24 167:3 176:11,12,14 177:11,19,22 178:2,7,23,24	179:8,23 183:21 187:20 222:9,20,20 239:16,21,23 240:5,11 241:14 242:1,9 242:12,23 243:2,10,14,18 243:24 244:21 247:10 272:14 272:23 273:4 314:17 315:20 OxyContin 152:19 <hr/> P P.J 6:22 86:5,5,7 86:12 110:2 182:21 183:24 184:1,15,22 186:17,20 191:5 207:24 208:2 211:4,16 219:8 P.J.'s 184:9,13 p.m 141:14,16 141:18 203:6,8 203:10 277:19 277:21,23 335:15,16 package 236:15 packaging 24:6 Padgett 2:15 12:1,1 16:2,14 16:24 17:3 18:16 22:23 25:11 28:8 31:2,13 32:3 32:12,19 33:4 33:12 34:4 35:7,21 36:3 36:12,22 40:8 40:14 42:9 43:13 44:10 45:1 46:21 47:5 48:11	49:2 50:3 51:3 51:13,20 53:15 54:1,12 55:7 55:13,20 56:4 56:16 57:6,12 57:20 58:7,16 59:1,16 60:3 60:17 61:10,22 62:14 63:11 64:2,10 66:15 67:1 68:3,10 68:16,24 69:10 69:19 71:1,11 71:22 74:1,15 77:11 78:18 79:3,11,20,24 80:12 81:7,12 81:23 82:13 85:20 88:18 89:6 91:4,19 92:8,20,24 93:3,10,18 94:2 95:24 96:11,16 97:14 98:6 99:8 101:12 104:15 105:8 111:24 112:19 114:21 115:18 116:22 121:11,20 123:1,23 124:15 131:13 131:17 133:22 134:11 135:14 136:23 137:11 138:2 140:8,22 141:1,8,10 144:10 145:1,8 148:18 151:16 157:3 159:24 180:17 185:16 187:6 189:6 202:13,21 203:3 205:4,12 206:7,21 218:7 227:18 228:6
---	---	--	---	---

235:3 249:3	251:3,8 252:1	120:11	287:3 292:24	337:6,8
250:12 251:9	257:5 258:19	Pardon 95:14	315:5,20	pend 294:16
251:12 252:20	258:21 259:4	parenthetical	318:20 319:5	295:18
257:20 258:21	260:21 261:10	328:12	323:23 324:1	pended 294:1
266:20 277:10	261:11,13	parking 256:15	325:2	pending 294:3
277:12,16	264:9 293:12	part 24:8 36:16	particularly	Pennsylvania
278:22 279:11	300:5,10,12	45:7,22 46:4	48:3 264:4	4:9
279:24 280:5,9	302:15 308:1	47:15 53:3	276:18 284:15	people 21:3,7
280:14,17,20	310:8 326:9,18	54:14 63:24	287:10	62:21 63:14,16
284:6 285:13	338:2,5,8,11	68:22 71:13	particulars	64:14 73:19
287:4 289:9	338:14,17,20	74:13 88:10,20	191:12	83:22 84:6,7
290:17 298:19	339:2,5,8,11	95:6,10 99:19	parties 336:18	85:19 86:1
300:10 301:7	339:14,17,20	103:15,15	Partner 264:15	110:12 122:7
302:1 303:5,20	pages 232:1	113:8 117:20	Partners 139:22	122:12,14,15
303:23 305:6	paid 38:6	118:5 119:6	264:19	123:4 124:23
305:20 306:15	pain 62:21	132:22 135:7	parts 166:19,20	124:24 127:16
308:11 309:14	220:13 223:5	145:10,12	166:22 238:15	158:19,20
311:2 315:22	224:8 225:19	148:3 150:21	245:3 259:16	175:22 180:11
319:16 321:16	247:12,13,14	161:15 163:4	pass 295:9	195:5 202:9
322:1,6,21	247:15 272:15	166:17 167:19	pasting 199:7	211:24 212:3,8
324:14 326:13	272:24 273:5	169:3,23	patient 76:15	219:8 261:24
326:15 327:20	273:17,24	170:23 174:24	patients 62:20	267:13,14,14
328:10,17	320:5,17	177:9 191:4	62:23 220:14	296:24 297:24
329:10 330:10	panels 157:11	198:21 213:1	223:5 225:1	309:7 320:4,9
331:19 332:9	paper 122:19	219:10 231:20	226:1 289:4	people's 100:21
332:17 333:11	paperwork	231:21 255:18	292:2	percent 93:23
333:20 334:7	255:23 262:24	256:17 260:17	Patrick 2:22	173:7,15,16,18
334:18 335:7	Paragould 6:9	273:7 293:5	11:21	174:7,12
335:12	6:13 106:4	299:15 314:11	pattern 46:14	222:15 266:13
page 5:2 27:1	107:1,2,5,19	323:5 326:3	47:21 56:14,24	percentage
28:24 67:11,17	108:5,12	partially 219:19	57:1,3 288:1,3	169:11 172:14
72:20 76:19	109:10	participating	288:7,21 290:2	172:17 190:8
84:9 102:7,7	paragraph	159:17	290:7 291:19	224:20 225:9
132:22 133:3	29:12 65:17,18	particular 25:22	298:15,18,22	225:11 236:18
148:16,24	72:4,21 73:23	29:24 47:18,23	305:4,18 306:4	Percocet 27:11
160:8,9,9	76:20 78:6,8	113:4 120:4	306:6,12,13,24	152:19 162:10
161:20 168:14	88:8 102:8	149:13 153:10	307:4,22	Perfect 76:18
182:4 184:20	120:12 134:22	176:23 177:10	334:14,16	perform 233:16
185:24 189:1	163:7 232:13	186:22 220:5	335:1,4,5	performed
192:15 193:11	249:7 266:6	222:24 225:10	patterns 120:19	267:9 288:11
200:10 208:11	272:13 294:13	226:17 231:5	171:23 289:13	289:7
213:6,7,12,14	300:16,17	241:2,24	Paul 4:10 12:10	performing
215:22 217:14	326:18 328:13	244:11 245:13	pay 224:21,24	233:11
219:12 230:9	parameters	248:22 271:6	225:9,10	period 47:1 49:5
232:2,3,3	219:17	275:20 283:18	PELINI 3:13	51:15 80:19
239:12 249:6	paraphrasing	286:18,22	penalty 288:23	81:9,11 98:22

104:10,13	26:4 29:9	81:4 82:21,24	317:14 318:1	Pittsburgh 4:9
125:11 128:12	31:12 39:24	106:4,5,5	319:5,9 320:12	place 43:6,9,16
129:13 137:4	40:6 61:7	107:2,5,19	324:1 325:2	43:21 44:8
138:20 139:6,9	122:10 325:17	108:5,12	pharmacy's	48:8 52:24
148:2 158:18	325:17	109:10 126:24	219:19 231:6	53:18 54:17
197:20 209:20	pharmaceutic...	127:21 128:19	pharmacy/cus...	109:9 110:1
236:20,24	23:24 102:11	128:20 140:3	81:21	118:18 119:2
275:24 284:17	102:14 103:2,8	140:18 153:2	phase 143:8	120:23 123:16
324:18 330:12	103:23	156:2 169:8,15	168:23 194:3	125:1,10
330:14 332:19	pharmacies	170:7,24 171:4	phases 180:2	126:23 132:2
334:13	43:20,23 44:9	171:7 172:21	phone 12:5	133:10,20
periodic 158:11	44:16,21 45:10	173:8 174:3,6	101:14 127:8	135:7 178:17
171:21 175:7	83:15,23	174:11 176:11	191:12,14	219:17 228:12
periods 18:23	102:20 105:18	177:1,9 178:5	201:21 309:22	231:19 232:20
19:4 83:3	129:23 131:12	178:18,20,23	photographs	234:22 246:15
perjury 337:6,8	139:11 161:8	179:2,23	169:15	254:12 302:3
permitted 299:5	170:10 171:11	180:10 205:18	photos 256:1	304:7,17
person 14:22	171:13 179:17	206:5,12	phrase 37:13	315:16 324:22
21:17 60:24	205:3,9,23	210:20 219:20	41:4,10 75:10	330:16,22
70:6 72:10	224:12 225:3,8	220:7,8,11,13	107:24 113:2	336:15
90:10 110:4,5	226:22 228:2	220:15,16,18	145:18,18	placed 216:14
112:7 114:18	228:22 229:3	222:24 223:4,9	204:4,6 269:11	219:18 294:18
126:2 127:10	236:22 237:2	223:15 224:8	319:22 321:22	295:20 296:9
180:5,21	237:19 238:13	226:8,9,12,16	physical 21:15	placing 72:10
192:16 210:17	244:20 247:20	226:18 227:2,3	27:8 28:3	Plaintiff's 45:15
298:4 311:17	248:12 254:23	227:12,21	physicians	118:10
311:20 322:10	255:4,5 256:8	228:15 231:8	168:2 273:11	Plaintiffs 2:2
322:13	271:7 273:5,8	231:14,15	pick 127:22	11:14,16,18
personal 255:5	273:20,23	233:12,23	180:10 290:7	13:3
336:11	275:18 276:17	236:2,15 237:5	picked 127:23	planning 201:22
personally 143:1	276:23 277:2	237:14,21	picker 122:2,18	plate 321:8
personnel	307:20 312:19	238:3,5,20	122:22 127:3	plates 320:18,24
210:16 239:20	312:22 315:21	241:24 246:16	127:22 128:15	played 224:16
297:3,5	316:3 318:6,7	247:6 248:1,8	128:23 129:1	please 11:11
perspective 54:9	318:9,11,18,22	255:15 256:1	132:11 136:3	12:5,17 39:16
126:15 322:18	319:3,6 320:8	269:11 270:10	pickers 122:3	73:1 88:9
pertaining 1:19	320:16,24	270:23 271:5	123:3,19 124:1	185:5,7,10
41:1 83:14	321:6	272:14,23	125:19 127:11	279:22 310:11
pertains 22:10	pharmacist	273:10,14,21	132:6	pmannix@ma...
240:1 323:1	35:10 237:9	275:13,20,22	picking 122:20	4:10
Pharma 312:16	238:2	276:4,5,5,7,11	128:16 133:5	point 22:17
312:17	pharmacy 6:9	276:15 277:3	picture 213:18	102:5 109:16
pharmaceutical	6:10,10,13,14	291:23,24	piece 193:5	121:23 126:9
19:23 23:18,20	23:22 35:2,18	292:13,15	pieces 150:7	131:3 162:12
24:13,19 25:7	42:22 43:12	310:13,16,21	pill 155:3	165:23 174:12
25:18,20,23	76:3,14,14	311:6,23 316:6	pills 320:10	176:22 191:8

208:20 210:10	232:20 233:3	potentially 77:5	326:4	320:2,6
212:11 216:17	234:22 235:1	91:23 124:2	preparatory	present 2:1 3:1
220:20 223:22	252:6,9 272:16	151:7,14	142:11	4:1 20:3
223:24 231:15	275:6	152:22 154:6	prepare 142:8	280:22
242:20 252:14	POLSTER 1:7	154:14 183:22	278:20 279:8	presentation
253:10 262:7	Pompano	powders 155:3	335:13	83:18,19 89:23
263:16 270:11	215:15 239:18	PowerPoint	prepared 15:22	90:9 156:10
284:20 287:23	poor 202:14	103:16 130:1,5	16:8,22 17:11	presentations
288:22 289:3	population	137:24 138:13	244:12,13	173:14
291:14,18	249:1 266:11	239:2,7 251:21	251:21 280:6	presented 130:2
292:24 317:23	266:14 268:19	practically	287:1 308:18	239:5
327:6	268:20 269:3	84:14	prescriber 248:3	president 20:9
pointed 154:11	portion 27:16	practice 68:19	270:23	20:21 21:22,24
points 101:6	39:13,15 45:18	69:4 71:5	prescribers	23:8 113:17
169:19 233:5	67:12 88:7	79:15 80:14,24	273:13,14	147:8 210:19
235:13 241:2	133:1 167:15	82:2,5 132:2	prescribes	285:3
pol- 136:22	183:16 189:2	140:5 170:21	248:19	pretty 21:14
policies 116:6,13	193:10 230:10	171:15 190:22	prescribing	23:21 24:18
119:7,14 126:4	241:7 245:18	193:18 194:2,8	168:5 225:21	83:14 152:15
143:8 171:24	245:21 252:2	194:22 195:19	225:22 246:24	197:12 280:20
213:2 235:9	310:8	195:24 231:10	247:7,19	284:3 316:12
245:9,14 246:4	portions 28:17	236:17 305:3	273:15,18	prevent 140:18
246:8,11,13	67:17 183:2	329:1 331:21	prescription 1:5	196:18 300:7
275:7 324:21	264:12	practices 144:3	3:12 8:15 11:8	301:5,20 308:6
policy 6:19 7:21	Portsmouth	308:6	12:14 41:23	preventing 7:11
111:4 116:8	167:16	practitioner	62:12 63:7,21	previous 13:16
118:12,17,23	pos 100:6	76:13 233:16	63:24 64:9,15	120:17 130:21
119:24 120:10	position 14:23	practitioners	66:3,5,9,13,23	142:4 155:11
120:23 121:3,6	18:6 23:8	168:2,4	67:5,5 77:1,4	218:16 250:24
121:7 122:2	90:23 110:14	pre 64:20	77:20,23	336:5
123:21 124:12	127:13 158:19	pre-highlighted	235:22 247:18	previously 5:8
125:10,13,16	284:24 329:18	27:3 28:15	248:19 300:8	6:1 7:1 8:1 9:1
125:18 126:10	positions 301:16	precipitated	300:20,24	10:1 13:20
126:14,17,24	possible 15:4	191:13	301:5,21 308:4	18:14 21:23
131:11 132:1,6	57:11,14 70:21	precisely 317:17	308:10,21	78:5,9 136:13
132:9,16	134:24 140:6	predecessor	309:2,8 319:10	162:2 195:2
133:10,11	149:10 215:5	313:21	320:13	198:4 243:1
134:1 135:3,7	possibly 122:16	preliminarily	prescriptions	313:23
135:11,23	139:23 178:8	30:21	41:19,19 76:13	price 276:24
136:3,6,8,8,22	potential 22:20	premarked	173:24 220:14	primary 270:22
137:10,17,21	27:7 28:1	17:12,14 26:13	223:12,15	principal 146:15
138:8 163:15	60:15 99:15	28:6,13 45:15	225:10,16,24	printout 45:16
212:20,23	100:6 150:11	148:13 158:23	226:16 236:21	181:9,10,11
218:16 219:2	156:11,18	premise 196:4	247:14,23	185:24 186:3
230:24 231:8	166:4 214:3	prep 280:17	248:2,10 273:9	prior 14:3 19:6
231:18,18,21	327:7 333:23	preparation	273:11,22	20:11 30:5

32:17 46:1	167:11,16,17	produced 18:18	172:6 197:22	provide 39:18
72:15 80:23	167:19 181:15	113:10 149:9	201:14 219:15	40:2,11 185:5
82:7,15 83:10	188:4 228:22	185:18	238:19 253:18	267:24 271:5
85:13 87:7	229:3 259:11	product 75:18	257:4 265:4,10	275:12,19
88:3,5 91:1,13	260:8	122:7 159:18	288:4,5,20	302:19 323:21
95:18 96:14,23	problems	162:9 175:16	290:1,15	327:3
97:12 98:5,20	261:21	230:18 259:24	296:22 297:15	provided 83:20
99:2,3,6,11,14	procedure 1:18	262:17,19	304:12,15,24	83:20 111:16
99:23 100:4	71:6 80:15	263:2 289:4	305:5,8,17,19	129:11 142:2
104:9 105:2	111:4 144:1	Production	306:7,13,20	249:13 258:13
111:2 113:16	163:15 208:14	316:20	307:1,5,8,8,23	268:13 279:9
125:15 127:4	208:20 210:2	products 23:18	313:7 330:16	312:13
129:5,14	212:21	23:20 24:1,14	334:13,22	providers
130:16,24	procedures 7:18	24:16,19 25:5	335:1	247:22
136:8,21	39:18 40:12	25:6,7,10,18	programs 52:15	provides 281:13
137:24 138:11	54:15,17 116:7	25:20,23 26:4	172:12 229:21	providing 73:3
139:7 143:9	116:14 119:7	29:9 30:24	project 9:12	provision 47:18
144:19,23	119:15 126:5	57:18 61:7	287:18,19,22	49:1,8,21 51:1
150:13 151:1	126:13 160:21	76:8 117:18	287:23 288:11	96:15 327:18
187:2 193:17	172:1 207:11	120:18 122:10	289:7,24 291:5	328:1,22 331:1
193:18,21,21	207:15 208:4	139:13,18	298:12	proximity 224:9
194:12 211:13	209:15,16	152:17 153:8	proliferation	225:5
227:9 230:24	229:22 233:8	163:10,10,21	247:12	psychological
231:18 241:5	235:10 245:9	168:21 289:2	promethazine	27:8 28:2
252:16,17	245:14 246:5,9	311:5	167:4	public 29:21,21
285:2 288:2	246:12,14	Professional	promotion	30:12 56:3
291:8 293:6	249:11 308:6	1:20	20:18,19	300:22 301:2
priority 194:21	324:21	profile 169:5,6	253:13,18	302:9 337:24
private 19:13	proceed 14:7	226:9 255:22	254:3,4,7,14	published 173:6
Pro 19:21 22:13	proceedings	255:24 316:24	promotional	pull 161:21
22:14,18,22	336:13	profiles 264:10	253:23 254:15	168:13
237:12 238:10	process 54:14	264:13,16,23	promotional-t...	purchase 44:2
238:12 248:18	71:6 80:15	265:20,22,24	254:16	88:13 133:5,12
probably 43:22	125:20 130:13	267:22	promotions	136:4 137:3
45:3 46:2	143:7 144:1	profit 10:7	253:19	168:24 170:10
64:13 86:15	145:4 152:22	321:22 322:5	proper 285:16	172:13 183:5
107:11 139:14	169:4 175:5	profits 322:19	properly 73:11	234:17 235:19
139:16 143:22	213:4 216:20	program 7:17	prosecuted	289:14 322:12
159:19 189:22	226:20 228:12	20:24 47:9	42:16	323:21 324:9
211:4 214:16	262:5 272:5	88:24 89:1,19	prospect 255:20	purchased 19:9
219:3 254:11	291:10	92:15 143:9,9	prospective	117:19 130:20
297:14 322:13	processes 52:24	143:12,16,21	73:13	172:21 173:1
problem 66:3,6	54:16 125:7	144:9,14,20,22	protect 300:20	225:12
66:9,14,24	126:13 167:9	144:23 145:17	301:6	purchases 6:8
67:5 77:23	174:19 194:18	145:23,24	protocol 111:3,4	6:13 88:14
167:1,1,2,3,4,5	233:20 235:10	149:4 161:6	prove 126:13	108:6 151:5

152:21 155:11	question 14:8,13	211:24	117:8 120:12	138:7 231:15
156:2 185:5	14:14,17,21	quotas 75:15	120:14 133:2	257:2 280:9
204:16 253:13	38:18 40:4,5	316:18,20	149:5 181:13	281:12,21
253:23 254:4	43:19 56:19		181:14,20,21	310:5
254:14 306:11	60:10 61:4	R	182:1 183:1,23	reask 315:14,15
purchasing	63:1,2 69:15	radar 188:24	184:23,24	reason 27:18
120:19 150:2	69:16 85:23	246:19 316:4	193:11 197:12	30:13 43:5,15
169:10 171:22	90:18 93:3	raided 226:13	197:13 208:16	43:20,24 45:10
189:24 262:7,9	96:6,7,19	raise 184:6	215:9 218:24	66:8 77:22
263:1 310:14	121:5 126:10	190:23	219:10 221:11	152:11 171:4
310:16,22	126:12 144:17	raised 191:7	221:12,15	178:15 209:12
Purdue 312:16	177:9 195:3	219:15 223:14	226:11 230:14	247:17 294:21
312:17 313:3	202:14 207:18	raising 220:2	231:23 241:7	338:4,7,10,13
purports 182:9	208:18 218:1	222:11	242:14 245:17	338:16,19,22
184:21	221:14 234:21	ran 172:15	246:21 249:9	339:4,7,10,13
purpose 55:2,5	234:22 265:6	range 165:17	264:14 266:6	339:16,19,22
65:24 198:8,12	267:23 283:3	Rannazzisi 6:6	272:19 278:16	reasonable 73:7
201:11,13	285:9 290:12	64:24 65:1	279:15,19,22	178:16 196:17
238:8 256:22	290:13 296:16	66:5,12 78:4	282:16 287:22	196:22
purposes 73:15	301:12 305:15	83:5 87:11,11	288:10,12,14	reasonably
131:15 142:9	305:15 315:9	87:13,14 88:5	288:16 296:19	235:23
254:24	319:15 329:5,6	91:17 96:8	300:15 302:18	reasons 214:6
pursuant 1:17	332:2,3 334:12	102:6 103:2	308:2 310:4,10	259:23
5:10,11,14,15	334:24	124:11 303:12	310:11 315:7	recall 36:24
purview 334:5	questionable	303:17	315:11 326:3,3	65:14 84:22
put 21:8 52:24	168:5 247:19	ratio 173:2,3,15	326:5,20	85:10,16,17
53:1,5 54:16	273:18	173:19 223:16	327:18 328:1	86:11 87:18
55:15 84:10	questionnaire	225:4 237:23	328:13,23	88:1,6 101:17
90:11 109:24	169:6,9	raw 238:18	337:9,10	101:19 102:21
122:13 125:13	questionnaires	rcook@forthe...	readily 238:21	103:11 109:9
130:7 150:4	195:9	2:6	reading 14:2	146:7,10
162:10 164:8	questions 12:3	reach 60:15	73:20 104:2	148:12 159:16
189:11,12,13	15:9,16,23,23	reached 188:15	172:3 198:10	162:18 164:9
194:19,21,22	16:9,11 169:12	272:7 329:18	232:22 246:6	166:22 167:10
195:21 218:15	169:13 185:11	read 27:4,14	280:19	182:7,8 192:21
237:14 253:20	221:6 279:20	29:5,12 32:11	readjusted	194:13 202:8
296:9 304:17	310:6 316:12	39:12,15 45:20	204:19	203:17 207:14
307:12 312:7	322:7 325:15	48:10 50:18	ready 142:12	218:18 220:5,6
puts 18:6	335:11,12	51:2 56:22	197:14 321:15	220:6,9 223:16
putting 88:23	quick 114:8	65:17 67:16	real 100:11	223:18 225:6
	210:1 236:23	72:5,24 73:1	114:8 210:1	233:11 239:15
Q	291:12	74:12 76:22	291:12	240:21 241:20
quantities 163:9	quickly 15:4	77:2 78:7,9	realize 117:5	242:17 243:22
168:21 225:23	251:20 293:21	84:2 88:9 95:7	really 14:3	244:1,6 245:8
quantity 208:15	316:12	95:9 99:20	35:15 60:19	245:12,16
quarterly 312:3	quite 111:10	102:18 114:8	100:11 133:15	246:10 254:21

256:23 259:11	111:21 186:1,3	248:16 260:14	referred 5:9 6:2	97:19 116:8
266:23 267:7	200:13	283:14	7:2 8:2 9:2	129:22 147:2
268:12 269:7	recognized	red 213:20	10:2 17:19	148:5 185:6
271:6,16,18	82:12 300:24	214:11,14,15	109:11 148:4	219:9 239:20
275:8,21	302:10	214:16 256:12	196:21 239:1	246:24 249:15
276:10 278:1,7	recognizes 76:21	redacted 197:11	269:21	258:19 260:11
278:10 279:18	331:6	197:16	referring 47:11	285:8 313:22
282:23 284:12	recollection	redaction 199:7	66:13 78:14	325:16
284:20 293:18	16:13,21 87:21	reduce 122:14	108:1 112:16	regards 27:21
311:21 313:3	102:19,24	241:11,14	114:6 144:17	region 248:23
313:10 317:3	109:2 133:19	242:1,23	149:16 221:9	Regional 8:17
320:23 321:3	136:20 142:20	reduced 243:24	233:4,6 239:14	regionally
323:16,17	184:11 192:13	336:11	253:14 274:8	165:22
324:1 325:24	198:23 222:21	REED 2:20	304:1	regions 165:12
326:1	246:7 257:3	Reevaluate	refers 79:14	register 29:17
recalls 21:4	283:17 299:9	276:6	320:2	registered 1:20
receipt 269:8	recommend	refer 17:21,23	reflect 112:19	29:8 32:1
receive 65:7	222:14	46:19,20 47:18	187:13 203:19	65:22 75:22,24
83:1 88:4	recommendati...	102:9 140:13	258:23 262:16	76:1,4,4,12,14
89:17 106:10	176:5 267:21	193:3 269:11	288:17 292:12	85:6 263:3
111:7,7 117:20	268:10 269:1	269:19,19	reflecting	registrant 42:7
181:16 206:1	recommendati...	270:15 286:11	244:13	46:8,9,10,12
265:16 311:10	8:8 52:10	309:12	reflection	50:21 51:12
314:18	222:6	reference 51:1	262:18	53:8 72:11
received 33:14	recommended	117:14 121:15	refrain 302:23	76:11 85:6
65:12 66:22	160:16 169:22	128:24 130:21	refresh 246:6	282:10
78:4,5 84:15	184:15	143:18 146:19	257:3 299:9	registrants
84:17 85:2,7	recommends	148:2 149:22	refreshes 16:21	39:17 47:16
86:2,7 87:21	52:20	191:4 195:7	192:13	76:6 85:4 95:8
88:2 108:17	record 11:1,12	204:2,10	refused 273:4	95:15,17 96:8
197:24 206:5	13:7 27:4 30:5	208:23 247:5	refuses 272:13	98:3 126:22
206:12,19	39:13,16 45:20	253:12,15	272:23	registration
228:18 262:17	86:18,19,23	257:5 261:1	refusing 314:17	29:20 33:15,16
269:1 285:19	88:9 95:9	281:20	reg 260:21	46:4 73:5,6,8
286:10 303:18	112:19 141:13	referenced	regard 31:24	77:7,16 103:18
305:11	141:17 174:13	116:18 118:13	38:18 44:3,6	219:24 261:3
receiving 26:2	186:8 203:4,5	149:9 259:20	44:15 50:17	261:20 262:1,8
65:14 87:18	203:9 259:24	references 66:5	53:24 58:24	262:17 325:12
159:16 271:16	277:17,18,22	102:6 106:14	83:24 87:17	regula- 26:10
278:3 284:13	335:14 336:12	120:10 122:3	118:1 187:24	regular 117:12
303:11 323:17	recorded 75:19	125:18 241:3	276:10 282:17	128:16 235:13
recess 86:21	76:7	242:15 259:6	283:10 316:17	272:9 312:15
141:15 203:7	recordkeeping	260:19,21	321:23	regularly 158:9
277:20	191:9	referencing 67:7	regarding 37:2	172:15,17
recognize 38:14	records 170:6	118:16 247:11	71:6 72:1	272:10
78:24 111:18	174:5,8 188:11	272:16	83:23 93:12	regulate 26:4,7

regulated 302:20,24 303:9	reiterating 252:10	rely 72:9 89:15 92:17 256:6 307:3	117:16 124:7 137:3 140:1,4 177:4,7 178:17	50:20 67:18 78:12,22 79:14 91:10 93:12
regulates 304:9	reiteration 253:8 254:11	remained 214:17	179:24 187:12 188:14 235:21	97:19 102:22 104:22 108:16
regulation 25:4 25:5 40:17 53:21 79:5,13 80:2,4,14 89:9 89:13,24 90:22 91:7,10 92:3 92:11 94:19 97:18,18,20 105:17,22 110:7 124:21 144:12 249:22 262:15 304:6 306:10 327:22 328:19 329:21 330:6	rejection 296:15 297:8 rela- 262:4 relabeled 213:2 related 20:23 129:22 207:12 280:12 313:21 RELATES 1:8 relating 30:6 116:14 119:7 119:13 172:1 280:7 284:22 316:14 relationship 227:13 255:5 relationships 233:18 relative 336:16 336:17 relatively 231:4 236:23 262:4 327:2 relayed 13:5 release 10:5 179:4 187:21 208:14 209:13 210:4,6 217:18 218:13,19 294:19 295:20 296:16 297:1 314:17 315:2 released 176:15 214:14 215:23 217:15 releasing 208:12 209:19 relevance 209:21 relevant 30:11 relied 148:7 relies 98:13 relieve 62:21	remark 308:18 308:20 remedies 286:15 remember 36:14 131:23 193:1 313:9 324:5 reminder 194:5 reminds 14:14 Renee 2:6 11:15 rep 180:5 186:17 255:13 rep's 180:24 repeat 31:5 32:5 53:11 60:10 208:18 rephrase 14:15 14:18 56:18 58:18 139:8,10 143:19 193:20 224:18 replacement 232:11 report 6:7,12 9:7 21:20,21 23:6 37:11,20 42:14 49:15 51:19 53:19 56:14 57:4 79:6 80:2 82:1 82:5 88:12,14 88:15 96:2 98:17 99:20,22 100:1,7 106:2 106:6,9,11,13 106:14,16 107:13,15,17 107:21,22 108:3,4,8,17 108:18,24 110:7,10 114:3 116:17,18	236:2,12,14 237:6,22 244:12 248:3 249:21,23 256:15 258:13 259:5 260:1,3 261:20 268:19 269:8 272:22 275:18 277:4 293:13 304:13 326:24 327:23 329:3 330:2 331:21 reportable 189:17 reported 4:20 21:23 22:7 43:6 50:7,9 51:6,6,10 81:1 91:18,22 99:12 99:15 105:19 107:4,6 108:22 110:13 124:3 132:4,8 134:4 136:17 170:22 176:21 178:4 212:8 222:2 230:19,20 257:24 260:15 317:5 327:11 330:17 331:11 331:12 332:5 332:15,24 336:10 reporter 1:20,21 12:4,17 17:17 336:4,24 REPORTER'S 336:1 reporting 7:10 21:4 49:24	109:17,22 110:3 114:2 118:3 121:22 138:10 140:19 258:19 259:5,6 259:12,19,22 260:5,8 327:1 327:2,18 328:2 329:24 330:2 reports 100:5 101:9 107:12 109:6 111:5 118:2 120:20 130:18,19 136:14,16 153:20 163:23 172:13 188:11 225:13 236:7,9 245:1 248:13 248:18 277:1 292:22 327:5 330:7 repository 188:14 represent 257:10 representative 6:22 80:20 89:23 182:18 279:2 representatives 157:24 158:4,7 158:15 reps 83:21 103:14 169:7 169:14 280:21 reputation 289:4 request 5:11,15 9:12 323:20 requested 18:16

18:18 188:9 249:14 268:3 requesting 10:4 187:21 234:17 276:8 requests 21:6 275:11 require 71:21 required 9:15 37:21 111:5 200:6 233:9 234:9,23 255:22,24 293:14 305:18 306:7,12 requirement 39:24 46:20 47:22 48:5,19 53:3 72:7 78:22 79:1 88:15 95:22 96:2,3,9,10 97:6,10 99:21 117:10 143:18 191:10 213:1 305:4 327:1,2 327:16,19 328:3,8,9,14 328:16,20,24 329:8,13,16,19 329:22,24 330:2 331:8,23 requirement' 326:21 requirements 5:22 6:3 21:13 26:9 30:14 46:6 47:16 50:17 91:16 101:11 121:8,9 121:18 138:10 282:6 288:20 290:2,15,21 330:9 requires 72:13 327:3	reread 74:8 240:22 rereading 74:3 resale 41:23 research 64:7 167:21 227:5 researched 63:23 reserve 286:21 287:2 residents 62:11 resolved 33:10 resources 266:9 266:15 respectfully 302:22 respond 282:23 responded 283:18,22 285:9 responds 217:6 response 14:12 113:23 117:7 183:24 200:6 221:4,9,15 239:13,21 269:5 281:10 283:9 responsibilities 21:18 22:6 66:1 78:11 84:12 98:14 126:8 211:19 300:7,19 responsibility 31:15 38:13 40:2 42:17 49:13,19 53:5 53:17 55:9 56:6 67:20 68:6,15,19,23 69:3,8,17 70:1 70:7,9,11,18 70:22 71:4,10 71:18 73:15 79:6,9 82:1	119:6,13 219:19 284:10 301:4,9,19 302:4,5 309:18 responsible 48:24 49:8 109:22 125:17 169:7 220:2 255:13 273:14 300:21 301:22 rest 142:8 172:3 182:5 213:9 217:10 221:12 251:3 Restricted 9:20 309:23 restrictions 218:15 restroom 86:17 result 34:13 38:4 39:3,6 42:14 56:2,15 57:5 62:12 63:21 64:8 186:20 217:14 243:16 249:19 312:1 resulted 312:18 312:22 results 199:22 resume 18:9 retail 291:24 retained 23:11 retract 82:20 retrospective 317:9 return 284:16 291:8 returned 164:21 232:19 278:12 revamped 90:8 reveal 220:24 revealed 283:13 320:9 revenue 154:23 155:8,13,21	165:17 190:3 222:4 review 1:13 102:13 103:1 120:13,16 131:10 132:3,9 171:21 173:21 193:14,23 195:14 216:21 224:3 233:15 234:10,16,18 235:19 245:22 271:4 285:11 292:22 323:4 332:23 reviewed 50:11 103:8 114:2 185:2 216:24 275:6 300:4 317:24 reviewing 102:16 323:6 reviews 121:24 124:3 131:11 171:19 172:23 175:7 revised 7:19 212:23 232:21 revisit 286:20,21 287:2 331:9 revocation 39:3 revoked 33:19 103:18 reword 96:18 rhetoric 241:8 242:15,18 Rieger 211:20 right 21:21 23:11 27:17 56:24 88:22 90:7 108:9,13 109:19 120:24 123:10 132:20 133:13 135:8 135:12 140:21 141:1,11	143:10 145:19 153:15 160:5 160:18 161:20 182:19,24 186:14 196:15 198:5 204:17 209:3 217:2 222:6 224:6 229:16 238:10 251:18 255:16 260:24 264:2 268:4 297:6 298:5,18 303:15 307:17 316:9 323:15 324:23 325:4,9 335:13 rights 286:21 287:2 rigid 52:22 risk 241:10 266:11,13,24 268:18,24 269:3,10,20,22 270:4,17 271:2 288:19 289:3 risks 289:8 road 303:1 Rob 116:21 117:1 297:23 Robby 230:7 Robinson 230:7 rock 183:17,19 role 37:15 42:21 90:20 108:15 116:1,13 129:12 131:3 147:6 185:10 228:24 260:6 roles 211:12 roll 201:23 257:24 rolled 120:6,7 146:2,8 160:23 164:15 165:11 204:23 257:14
---	--	---	--	---

rolling 204:22	179:17 180:5	124:22 132:9	64:2,10 97:15	93:15 95:5
rollout 91:1	180:24 182:17	133:11,16	111:24 112:20	160:10,15
252:18	186:17,19	134:21 137:3	137:11 206:21	161:2,21 163:1
Roman 160:10	187:21 188:1,5	160:16 161:21	275:1 310:24	163:7 171:18
Ropes 3:3 12:7	188:15 191:1	163:7 168:15	322:2,8	175:8,8 186:15
routed 268:8	239:23 240:5	171:19 175:10	Scott 7:14	198:20 208:11
routine 34:17	241:11,14	175:21 179:2,8	106:19,21	259:5 260:23
169:23	242:1,23	183:9 184:5	108:22 198:3,4	261:16 264:22
routing 108:15	243:10,18	189:3 197:22	198:9	266:4 272:13
Rule 5:10,11,12	244:21 249:23	200:5 215:22	screen 11:5	288:11 291:13
5:14,15,15	250:20 252:17	217:3 221:5	130:7 213:18	293:21,23
13:13,16 18:7	252:18 253:4	232:13 234:23	287:12	296:3,14 300:5
rules 1:17 13:23	253:18 254:17	239:12 241:4,6	script 233:5,14	302:14,16
38:15 39:3	254:19,23	245:24 252:2,3	scripts 222:16	308:2
79:1 303:1	255:2,8,9,13	253:11 264:22	238:20,21	sections 54:24
ruling 103:5,11	255:14 256:7	266:5 272:13	scrutinize	118:11 149:15
103:18	256:14 263:12	275:11 276:6,7	219:20	security 5:22 6:3
run 172:12,13	265:5,12 274:6	282:8 288:22	scrutiny 219:17	19:7,11 20:10
238:18 265:4	276:7	289:1 291:14	se 255:18	20:14 21:15
running 49:17	salespeople 84:6	291:20 293:23	sec 131:8 260:20	26:1 46:6
102:1 105:1	179:13	294:14 295:16	second 5:13	119:18,21,21
244:22 252:23	salesperson	298:13 300:6	15:19 16:7,19	147:9 199:14
Rx 183:6	180:15,19	301:17 307:17	20:13 29:5	229:22 285:4
	Salyer 6:22	307:22 328:13	64:19 67:16	326:21
S	182:10,11,12	331:2,10	72:21 74:12	security-related
SafeScript 6:9	186:17	scenario 325:10	113:22 132:22	119:22
6:14 34:21	sanctioning	schedule 5:17	142:5 149:5	see 14:9 16:14
106:4 258:17	92:14	25:19,23 26:4	162:16 169:20	16:20 108:6
safety 30:12	SAP 172:10	26:7,11 27:5,6	181:23 187:17	123:7,8 129:9
Sail 182:10	296:22	27:9,11 28:1	208:16 217:14	141:4 168:18
SAITH 335:17	satisfactory	29:9,15,19	232:2 249:6	170:7 172:23
sale 41:15 50:9	283:2	30:24 31:10	261:2 264:8	173:1 174:13
95:19 96:14	save 337:11	32:1,10 122:10	272:12 291:14	182:1 192:13
97:12 98:5	saw 123:9 124:6	180:1,8	291:18 294:2	197:8 213:17
99:2,11,13	273:19 300:3	scheduled 9:3	294:23 295:19	216:22 217:12
100:10 105:2	say-so 181:2	15:5 26:9	296:19 315:7	217:22 225:16
180:20,22	saying 69:2,12	198:14	324:3 328:22	230:12 232:12
sales 6:21 8:16	69:24 100:9	schedules 25:17	section 5:20,23	233:23 234:3
41:16,16 83:21	105:5,7 195:22	163:10	6:4 29:3,3,5	234:12 236:18
96:24 98:21	196:1 217:15	scheduling	32:11,11 39:11	239:3,12 255:9
99:6,15 103:14	218:2 307:11	280:12,14	39:21 40:19	262:13 272:4
103:19 114:4	323:15	316:15	41:4 49:1	273:9 278:7,16
140:12,13,14	says 29:16 76:20	scientific 30:1	50:18 53:2	279:16 288:16
140:16,17	78:14 95:7	67:23 68:8	56:21,22 72:7	291:12 293:9
153:4,6 169:7	102:8 110:7	scope 32:3 36:22	72:13,16,19	300:1 302:13
169:14,20,21	111:21 112:12	48:11 61:22	78:2,21 93:12	313:11 324:16

seeing 182:8 187:8 269:5 278:10 316:10	senior-most 70:6	309:18	shifting 303:9 304:5	329:22 331:7 331:22
seek 15:10 116:16 171:7 250:10	sense 14:14,16 61:4 219:3 225:20 226:5	seriously 284:9 284:10	ship 80:15 81:18 132:3 136:10 139:5 175:15 175:21 177:14 177:21 183:17 183:19 214:9 217:8,9 262:10 295:13 325:3,8 325:13 327:13 327:15 329:4 330:22 331:13 331:16,22 332:6,7,8,13 333:6 335:3,6	ships 330:8 shop 276:24 short 47:10 171:16 297:3 shorter 218:24 Shorthand 1:21 336:4 shortly 48:17 52:13 93:7 shot 188:23 213:18 shoulders 14:11 show 26:12 28:5 39:7 45:14 64:17 87:12 106:1 107:10 107:12 111:9 118:10 148:13 148:17 158:23 181:7 192:11 207:5 212:19 213:8 238:24 240:16 250:22 261:7 278:5 286:17 287:8
seeking 15:14	sent 7:14 65:9 65:21 81:4 124:11 184:1 193:5 196:6 198:21 199:1 199:18 201:15 201:15,16 255:24	served 44:9 276:16 287:11	shipment 193:15 193:24 295:10 shipments 175:9 231:7	showed 136:13 showing 114:4 shows 236:16 shrug 14:11 shutting 243:9 signature 35:11 338:23 339:23 signed 6:19 250:1,3 significant 284:3 288:19 significantly 219:16 signify 186:12 silo 152:16 similar 38:18 72:6,6 90:13 106:13 107:13 154:20
seen 15:18 106:7 106:8,12,12,15 106:16 107:11 111:12,14,16 182:6 200:14 258:12,15,17 279:17 281:8 287:14,17 293:17 299:23 310:1 313:17 320:17 321:13 321:18	sentence 74:6,6 74:7,17,17 76:23 77:19 95:6,11,13,15 96:7 97:6 112:12 113:22 117:5,7 175:20 193:11,17 242:14 245:17 245:23 246:22 294:13 301:17 302:9	serves 308:17 service 264:20 291:24 serviced 165:19 165:21 Services 4:7,15 11:3 12:11 servicing 312:19 session 87:7 set 294:15 295:4 295:17 336:21 sets 75:15 setting 218:4 316:17 settlement 142:18 143:2 seven 233:10 234:23 severe 27:7 28:2 SHAPIRA 4:8 share 83:8 103:9 147:10 226:21 229:5 256:21 274:2,21 275:17 312:21 shared 103:11 130:6 275:6,22 276:1,11 306:22 312:18 shares 311:4 sharing 10:7 85:18 228:21 311:8,13 312:2 321:22 322:5 322:19 sheet 78:9 186:5 337:1,13 338:1 339:1 shift 277:8	shipped 80:21 81:2 82:21,24 85:3 91:24 99:16 132:12 134:10 135:6 135:13,20 136:9,18 137:5 139:23 176:13 176:20 206:14 206:16,20 213:22,23 230:18 252:4 252:14,15,19 253:2 262:11 316:6 317:4 324:12,17 330:17 332:15 333:1,3,9,18 334:17,20 shipping 80:4 133:8,17 134:9 134:23 262:10 324:22 327:16 328:7,9,13,16 328:20,24 329:8,13,16,19	
self 124:19,20 sell 76:2,6,11 180:24 181:1 243:2 247:10 265:15,19 272:14,23 273:4,22 289:2 316:22 selling 105:20 229:6 312:24 sells 75:18 Semo 6:9,14,14 106:4 send 50:12 92:14 109:6 110:15 195:13 195:21 260:1 311:9 319:2 sender 111:19 sending 109:8 171:13 193:18 196:1 198:8 senior 21:17,24 49:7 52:3,19 84:24 85:11 103:20 202:9 210:17	separated 161:10 separating 41:5 September 8:15 10:3 64:21 65:8 66:7 83:6 83:11 89:22 90:10 100:21 172:9 324:8,10 seq 17:15 sequence 17:20 251:14 sequential 17:15 series 89:20 serious 200:7			

similarities	6:8,12,17,18	79:18 80:15,21	223:2 224:11	330:7 331:6
146:22	6:20 8:23 9:4,8	80:21 81:6,17	227:14 229:1	332:15 333:2,9
similarly 157:1	9:10,20 10:4,8	81:18 82:10	230:24 232:19	333:18 335:3
simplify 75:17	11:24 12:2	88:16 89:15	234:11 235:2	Smith's 7:16
simply 72:9	13:10,16,20	90:3,24 96:9	237:20 239:13	8:12 10:4
single 239:24	14:23 15:8,8	97:4,4,5 98:13	239:22 240:4	51:17 54:6,9
243:19 292:15	15:14 18:6,24	98:19 99:4,23	240:14,14	105:3 149:3
sir 24:12 48:23	19:3,5,10,14	100:13,15	241:14,24	174:5 247:9
64:23 109:15	19:17,18,19	101:9 103:9,20	243:1,17 244:1	259:6 279:5
284:18 332:2	20:1,2,5,8,21	104:4 107:4,16	246:3 247:2	300:17 334:13
sit 70:7	21:17 22:1,2	108:3,8 109:14	249:7,10,13,14	snapshot 237:17
site 163:22	22:11,15,22	109:16 111:14	249:16 253:22	snuff 14:1
180:4,8 244:24	23:4,9,17,23	113:3 115:1,11	255:21 256:24	societal 308:4,9
255:10,17	24:10,14 25:19	115:12,20,21	259:19 260:11	308:13,20,23
256:2 262:10	27:18,24 29:6	115:24 116:1,5	261:2,18 262:2	309:1,4,5,10
264:10 266:3,8	29:8 30:13,15	116:7,10,12	264:15,19	society 60:24
266:10,16	30:19,22,23	118:1,13,19	265:5 266:18	300:22 301:6
267:4,9 268:11	31:9,20,23	119:5,13	271:14 272:13	301:22
268:14 317:13	32:8,17 33:2	120:24 121:2	272:16 273:4	software 114:13
sitting 269:7	33:18,23 34:3	122:5 123:22	275:12 278:2,8	236:15 238:17
situa- 286:3	34:16 35:6,20	124:12 125:16	278:11,12	Soja 314:12
situation 188:2	36:10,15,21	128:4 132:2	279:2 282:5,18	sold 42:1 102:23
218:6 286:4	37:9,17 38:6	135:8,11 136:1	283:18,21	161:9 247:13
six 169:20	38:12,14,22	136:21 138:16	284:1,16	solely 334:5
184:16 189:3	39:23 40:5,11	139:12,21	285:12 296:4	SOM 8:10 9:7
228:17 273:13	42:5 43:11	140:14 143:3	298:5 301:3,18	249:11,14,15
size 46:13 47:20	44:7,16 46:23	143:15,20,23	303:3,19	252:2 271:14
56:23 57:1	48:4,8,18 49:1	144:2,7,19,21	304:11,14,23	304:14
120:18 153:10	49:11,20,21,23	145:6,19 151:4	305:17 306:6	somebody
154:3 189:14	49:24 50:19	151:13 153:14	306:23,23	297:14
189:21,23	51:2,11,18	158:16 159:21	307:3 308:16	someplace 129:1
190:4	52:1,4,18 53:2	160:18,23	311:4,8,12,15	somewhat 94:6
skewing 166:18	53:7,12,23	163:16,17	312:18,19	215:9 239:6
skip 266:3	55:4,18,24	164:23 168:19	313:3,20	soon 134:24
299:18 327:9	56:12 57:3,17	170:18,19	314:12,16,18	SOP 8:10
skipping 111:10	57:24 58:4,13	171:8 172:1	315:3,16,20	SOPs 160:22,24
321:12	58:20 59:11,14	178:20 179:1,6	316:13,22	sorry 23:2 24:24
slide 254:9	59:20,22 61:6	179:7 180:14	317:3,8,13,23	25:1 73:1 78:7
small 161:15	62:6 63:6 64:6	183:7 186:1	318:6,17,21	115:13 148:18
215:9 287:10	65:8 66:8,21	188:12,20	319:10 320:7	175:4 179:8
297:5	67:24 68:14,23	200:6 205:1,8	321:14,21	183:2,24
Smartsources	70:5,7,17	205:17 206:4	322:10,12,15	184:22 216:4
264:23 265:3,4	72:17 73:23	206:11,18,20	323:9 324:11	217:4 228:11
265:9,16 299:7	74:13 76:1	208:3,5,13,19	324:21 327:17	232:2 234:2
Smith 1:16 2:12	77:9,22 78:10	210:3 211:3,15	328:24 329:6	259:4 260:22
2:20 5:16,16	78:24 79:8,18	212:2 221:21	329:17,23	261:13 263:24

275:3 280:20 280:23 292:7 303:22 326:18 332:12 sort 67:14 143:6 151:1 163:15 186:19 245:21 272:12 313:22 sought 171:8 sounds 185:20 source 73:8 86:9 238:17 sources 267:16 289:5 South 1:22 2:3 2:14,20 239:17 240:12 249:1 320:3,8,10,13 321:6 southeast 167:15,19 Southwood 102:11,14,19 103:1,7,17,23 104:2 327:8 space 156:5 197:20 speak 14:2 141:22 260:13 speaking 84:15 135:24 speaks 182:16 SpecGx 3:2 12:7 specialized 220:13 specialty 24:7 225:20 264:20 264:20 specific 25:13 32:14,22 33:24 35:12 41:11 50:24 57:22 59:19 75:7 84:18 85:10 120:18 132:13 135:19 147:12	147:17 151:10 152:15 161:1 166:13 175:16 196:20 244:19 281:23 296:16 313:1 315:3,17 324:5 specifically 14:6 26:7,17 44:3 47:19 50:20 56:2 61:17 63:9 64:4 65:15,16 83:24 85:15 94:14 101:19 129:4 149:20 151:13 153:19 159:19 167:13 192:14 192:22,23 213:21 239:17 242:17 244:7 244:14 254:9 274:8 275:16 281:3 284:23 287:19 293:18 312:21 313:24 314:4 316:6 321:3,4,9 326:5 specifics 63:13 specified 336:15 specifies 329:21 speculate 114:16 116:21 124:14 189:20 244:9 speculating 199:11 speed 235:9 spell 13:6 spend 207:6 spreadsheet 181:11 244:22 245:4 spring 49:16 82:7 120:8 146:3 159:21	194:23 Springfield 1:23 11:7 106:23,23 108:20 128:8 198:6 springtime 101:24 St 19:8 220:10 staff 109:24 140:13,14,16 140:17 179:17 180:7 212:12 212:13 255:2,8 255:14 256:7 268:6 293:3 staffed 212:17 267:6,17,24 staffing 267:21 268:1,3,11,13 268:17 staged 295:9 stamped 232:3 stand 145:21 standard 50:6 50:13 91:7 92:1 100:18 102:4 132:10 160:20 173:3 299:8 314:22 330:18 standing 222:11 standpoint 253:23 start 98:23 164:10 216:6 219:4 221:18 274:21 305:11 326:8 started 19:22 84:10,10 90:5 101:2 125:4,5 170:5 199:20 212:2 222:4 252:11 state 13:6 26:6,8 30:3,6 31:24	32:9,18,22 33:2,19 34:24 35:4,16,17,24 36:19 37:3,6 37:11,20 38:19 38:23 45:21 58:14,23 61:9 61:20,20 67:10 139:5 157:13 167:16 178:18 257:19 307:20 307:20 320:10 321:7 stated 157:19 252:22 statement 57:9 68:2 77:10 88:17 98:2 252:6,8 273:1 273:3,23 280:1 301:24 303:4 332:4 statements 27:19 241:9 242:15 states 1:1,18 11:9 29:10 32:23 35:2,3 38:19,24 58:15 65:22 77:1,4 77:20,24 80:2 327:22 static 164:6 statistically 309:6 status 85:1 178:21 statutory 67:19 68:5,15,18,22 69:2,7,17 70:1 70:9,18,20,22 71:3,10 72:1 138:1 300:6,19 301:4,19 stay 58:9,9 stenographica...	336:10 step 16:18 314:21 Stephens 1:22 steps 37:24 73:7 236:4 Steve 219:8 stimulants 27:13 Stivers 285:6 Stockton 113:16 stop 105:20 151:24 193:15 193:24 230:17 236:1,5 270:24 stopped 252:4 252:19 253:2 254:2 319:4 stopping 175:9 stops 263:12 storage 26:1 store 223:6 straw 224:2 stream 260:16 street 1:23 2:3,9 2:14 3:8,18 42:3 58:1 174:2 stretch 277:12 strict 164:3 strictly 163:20 strong 222:12 study 160:2 stuff 199:15 sub 29:4,4 subcommittees 157:11 subject 1:13 174:6 179:18 217:21 249:18 subjective 59:6 subjects 15:24 submit 213:3 submits 302:22 submitted 107:16 110:16 111:1
---	--	---	---	--

Highly Confidential - Subject to Further Confidentiality Review

Page 383

submitting 151:14 170:19	60:14 65:24 66:18 73:5,14	suggesting 44:11 280:6	150:20 155:23 166:11 172:4	324:21 325:2,7 325:13
subpoena 34:12	73:17 75:3,16	suggestion 221:10,16	179:15 180:21 181:24 182:7	Suspension 289:1
subpoenas 21:6	75:23 76:5	suggests 107:15 314:15	184:23 185:13 188:23 198:11	suspicion 178:16 223:13
SUBSCRIBED 337:20	79:22 93:9,16 95:19,22 98:14	Suite 1:22 2:3 3:13	200:20 202:7 203:1 204:7	suspicious 7:11 37:11,20 46:9
subsection 29:13 29:14 46:7 48:10	105:20 108:6 120:2 121:4 125:17 130:20	summary 7:3 9:7 192:12 323:22	208:17 215:5 221:13 232:18 239:4 240:23	46:12,13 47:19 48:9 49:15,24 50:20 51:19
subsequent 176:13 177:21 193:3 231:11 294:11 296:12	133:13 136:5 138:10 144:4 145:7 149:21 149:23 150:6	summer 253:17 Summit 44:5,11	250:21 253:16 257:12,17 259:17 263:1	53:10,13,20 56:20 57:2,4 67:19,21 68:7
subsequently 81:19 243:24	151:6,22 152:6 153:22 170:11	sup 67:21 sup- 165:4	264:5 271:17 272:20 277:15 279:22 280:7	69:9 70:24 71:6 72:10,11 78:12 79:6,10
subset 16:10	170:15 171:3,8 172:20 178:8	supervisor 123:12 242:5	287:12 294:6 294:24 312:10 313:16,18	79:14,15,19 80:3,10,16,22 81:5,19 82:2,5
substance 6:19 7:16 29:18 47:9 61:19 66:2 67:7 89:1 118:18 119:8 119:14,18 121:7 124:13 125:23 129:12 131:16 133:7 145:22 152:14 161:24 163:13 173:6,15 231:6 278:18 283:12 328:5	196:18 205:10 206:6,13 227:22 229:7 241:15 249:24 254:3,7,16 265:13,19 271:22 280:13 282:11 283:14 304:22 310:14 310:22 316:23 317:10 323:22 324:13 325:11	supply 3:12 12:15 41:13 53:18 56:7 57:15 75:18,20 165:4 243:24 302:3 327:6	315:8 316:21 319:5 323:18 324:4 331:4 surprise 136:19 137:2	82:12 88:15,24 91:18,23 93:1 93:13 95:18 96:2,23 97:11 97:19 98:4,17 98:20 99:5,12 99:15,22 100:7 107:5,6,16,21 108:3,16 109:8 109:17,22 110:20 112:14 113:2 114:19 123:15,18,22 124:2,7 130:4 132:8 134:4 136:17 138:1 140:2,19 148:4 149:10 150:10 151:7,14 152:22 154:7 154:11,14 160:11,12 170:17,19,22 171:10 176:17 176:18,19 177:4 178:4
substances 5:18 5:19,22 6:3 7:12 24:20,21 27:2,5,6,20 28:1 29:15,24 30:8,10 31:11 32:2,10 37:3 38:9,11,15,19 38:20,23 39:19 40:13,24 41:2 41:7,9,16,17 41:24 42:6,8 42:23 44:18,23 44:24 46:5,10 47:16 53:8 55:5 56:1	substances' 326:24 substantial 73:18 substantially 46:14 47:21 56:23 266:12 334:16 335:3 subtract 164:4 suffer 56:3 suffered 62:12 64:8 sufficient 100:14 sufficiently 104:11 suggest 221:5	support 9:17 191:6 298:11 299:22 301:14 supports 308:17 supposed 250:7 sure 13:24 21:12 25:16 31:7 32:7 35:14 36:5 38:7 45:23 60:12 61:24 63:1 64:12,19 66:23 68:18 69:2 70:8 71:4,24 74:9 80:7 82:15 85:7,9 86:10 90:17 96:21 114:9 124:17 128:11 146:9 149:6	surrounding 286:4,14 surveillance 320:16,17 Susan 242:4 243:12 suspect 42:13 169:18 212:20 228:21 246:17 suspected 42:12 42:23 44:8,17 44:22 45:9 suspend 217:10 219:24 suspended 10:11 33:19 208:12,15 209:11,13 214:11,13,16 214:17,21 294:10 324:8	

193:15,23	91:16 92:18	203:20 204:14	86:15 87:15	talks 77:19
206:16 214:3,5	93:2,5,5,7,16	204:15,22	111:11 118:11	171:18,18
214:9,18,19	94:6,6,8,9,16	205:2,10,15,19	118:15 119:6	175:8 208:11
215:1 216:16	94:23 95:4	205:22,23	134:10 155:9	254:18 264:9
217:1 221:24	99:1,4,10,24	210:21 213:18	159:1 173:17	Tampa 2:9
222:1 226:22	100:4 101:3,22	214:2,5,15	181:23 191:21	249:2
229:21 230:19	102:1 104:5,12	216:18,23	196:7 198:20	team 254:19,23
230:22 231:6,9	104:24 109:12	221:23 226:11	201:7 202:24	264:7 266:9
245:10,15	109:12,14,21	234:15 238:6	207:9 213:19	267:5
246:5,17	110:1,24 111:5	252:12,24	227:7 239:2	technical 259:16
249:12,21	114:13,13	258:1 259:14	241:18 246:3	technically 92:5
252:14 253:3,4	117:21 118:2,5	263:12 282:9	263:22 268:1	technology
254:5,8,23	120:7 124:19	289:12,15,17	273:10 277:14	116:17
271:19 274:17	124:22,23	290:6,10,24	279:22 284:9,9	Telephonically
274:18 279:3	125:6 130:15	293:4,6 294:2	288:7 309:17	3:5,15,20 4:5
282:10 304:12	131:4 144:5,13	294:13,15,22	314:20 321:14	4:10
304:13 313:7	145:20 146:16	295:16 296:1	321:16 323:11	tell 29:2,4 85:7,9
317:5,11	146:20 147:11	297:20 299:11	taken 1:17,19	98:8 108:24
326:23 327:12	148:8 150:4,14	299:16 304:16	34:14 151:18	131:22 156:13
327:23 328:5	150:14,24	304:20 305:10	151:18 336:14	161:17 174:15
329:2,3 330:3	151:20 152:24	305:10,12,13	337:9	183:10 184:14
330:7,17,23	153:3,15,18	305:22,23,24	talk 15:2 39:13	190:21 191:16
331:11,12,21	154:9,15,19	306:10 310:13	83:2 93:7	193:16 194:10
332:5,15,16	156:8,11,13,18	310:19,21	116:19 131:7	221:21 224:5
333:1,3,4,5,8,9	156:19 157:17	312:10 315:1	134:17 182:5	270:6
333:14,17,23	157:19 159:21	328:4 330:21	190:15 197:14	telling 71:24
334:1,2,5,10	160:11,17	332:23 333:22	209:24 215:20	248:15
334:21 335:10	161:1,12,17	333:24	251:19 272:11	template 148:4
swear 12:18	162:15,16,20	system' 326:23	279:3 286:23	157:20
switch 191:18	162:24 163:14	systematically	287:1 321:15	temporal 96:14
switching 185:8	163:19 164:9	153:2	talked 67:13	ten 141:10 155:7
sword 219:21	164:11 165:1	systems 48:9,17	77:21 101:20	155:9 165:16
sworn 12:20,23	166:8,10 167:8	125:1 157:1,16	147:4 172:8	212:9 237:1
336:7 337:20	170:5 171:20	245:9,14	189:9 195:2	tenet 30:21
sys 114:12	171:24 172:9	246:14 306:1	256:20 270:11	Tennessee 167:2
156:18	172:10 174:23	314:24	talking 25:6	Tenth 3:18
sys- 153:2	175:13 176:3,9		40:24 47:1,19	tenure 31:1,11
system 46:9 47:8	176:13,24	T	51:15 63:8,13	39:24 40:6
48:13,14,21,22	177:12,20	tab 213:10 251:5	63:15 89:4	42:7 48:5 49:6
49:17 73:3,11	189:10,13	251:5,7	114:10 128:7	51:11 82:17
75:9,13,14	194:4,5,7,17	tabbed 213:6,7	196:22 203:13	112:17 117:6
76:7,17,17	194:19,22	take 15:5 16:20	205:21 216:2	135:8 206:18
80:23,24 84:11	196:9 198:13	26:19 28:9,10	236:24 266:23	212:15 233:13
84:13 90:3,6	198:15 199:2	28:16 31:15	294:6 296:15	235:2 254:2
90:13,20,21	199:16,23	43:22 45:19	298:12 304:16	260:7 268:5
91:2,9,14,15	200:2 201:19	73:7 82:10,11	308:14 330:12	284:12 297:5

term 40:21 107:20 113:6 122:5 269:2,10 269:13,17 270:2,4,15,18 271:2,6	314:12,15 315:5,16,19 Teva's 316:4 Texas 167:2 278:1,2 279:1 282:15 283:19 286:8,22,24	147:8 149:15 150:18 152:9 153:5,19 160:8 161:3 162:2 163:3 177:14 181:11,19 182:21 184:3 195:1 197:6 198:3 199:6,19 202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	217:22 219:4 220:5,6 313:14 313:15 314:11 threatening 242:19 three 54:24 56:20 101:6 118:11 150:3,9 151:6 155:17 163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	throwing 262:20 tick 168:18 Tim 285:23 time 5:9 6:2 7:2 8:2 9:2 10:2 11:5 14:15 15:1 18:23 19:4,15,24 20:13,13 26:16 26:19 36:10 37:14 47:1 49:5 50:5,14 50:14 51:15 74:13 80:19 81:9,9,11 82:3 82:7 83:2,3,3 86:2,6,15 87:22 88:23 89:4,14 91:8 98:22 100:4,19 101:6 104:10 104:13 108:8 108:17 109:5,6 109:9,16,24 110:5,14,15,19 111:13 113:21 114:14 115:5 116:2,4 117:2 117:2 118:12 118:18 120:24 123:16 125:2 125:11 126:9 126:24 128:12 128:13 129:13 131:2 132:1 133:11 134:5 135:6,10 137:4 138:18,20 139:6,9 140:22 140:24 147:8 147:13,15 148:1,2,2 152:9,13 153:24 156:2 157:2,8 158:18 160:23,24
terminated 227:13	Thank 27:15 76:18 193:6 258:3	195:1 197:6 198:3 199:6,19 202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	56:20 101:6 118:11 150:3,9 151:6 155:17 163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
terms 130:13 149:1,2,7 246:18	Thanks 74:10 theft 39:19 40:3 40:12 41:3,4,5 75:20 76:10	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
terrible 319:14	things 52:2,8,16 70:18 81:17 84:8,8 150:23 152:12,23 163:23 166:18 168:1 180:23 194:12 209:22 214:4 233:10 233:12,21 234:19 235:12 235:13 272:11	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
test 137:15 295:9	think 15:23 18:16,17 23:5 24:5 25:3 32:21 35:2,3 41:21 50:22 58:21 59:6 63:21 70:5 78:10 86:3,16 96:18 101:6 102:7 103:5 112:5 114:23 118:12,23 123:10 127:9 132:17,19 133:21 138:22 143:8 145:18	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
tested 126:4,9 162:19	thinking 272:3 292:6	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
testified 12:23 78:5 108:13 162:2 163:3 182:22 198:4 297:4,16 298:16 303:11 303:14	third 76:23 163:7 192:17 217:13	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
testify 13:19 17:11 80:6 198:19 336:7	third-party 24:7 262:5,11 263:4	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
testimony 14:22 15:10,14,15 31:9 33:9 48:17 50:18,23 59:24 66:22 67:13 70:5 77:15 79:18 80:9 87:7 97:24 99:7 121:16 129:5 142:1,4 151:2 151:2 177:14 193:17 204:3 282:7,13,17 283:6,7 328:15 333:2 336:12	THORNBURG 2:13	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
testing 104:21 137:20 266:7	thought 50:12 124:7 166:3,18 250:6 267:23 269:22 273:17 293:3 306:9	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
Teva 10:3 313:21 314:1,3	thoughts 15:2 thread 215:8,12 215:21,22 216:3 217:21	202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:3 293:9 295:1 297:16 303:14 309:16 313:14 314:3,9 315:9 316:8,12 318:13,20	163:20 164:3 164:11,12 187:19 189:10 190:9 204:15 212:6 222:10 222:23 251:2 281:18 285:17 297:24 299:5,6 314:16 315:6 315:21	
		202:2,20 204:3 204:7 205:22 212:9 225:5 229:12 232:1 242:5,6 250:22 252:9,16 257:6 258:16,16,20 260:20 263:22 268:2 286:21 287:15 288:17 289:6,17,17 292:		

166:9 170:4,4 171:12,16,22 173:4 174:12 176:9 178:11 178:12 191:13 193:7 195:24 202:4 203:1,23 207:6 209:20 210:10 212:6 212:11 213:5 214:21 216:17 220:1,21 222:19 223:7 223:11,17,22 224:1 227:2 230:6 231:1 232:21 234:14 236:5,20,24 242:5,8 244:3 248:5 255:6 257:18 264:6 264:17 268:7 273:12 275:24 276:3,3,16 278:11 279:22 281:16 284:5 284:13,17,24 294:21,22 298:17 304:23 305:3 310:1 312:15 317:23 321:16 324:18 330:12,14 331:9 332:19 332:21 334:12 335:16 336:15 timeline 257:23 timely 267:12 times 13:24 14:13 15:9 48:18 99:11,13 150:3,9 151:6 163:21 164:3 164:11,13 171:2 177:3 184:16,16	189:3,3,11 190:5,9 204:15 212:17 222:7,7 222:8,8,9,10 222:20,23,24 223:3,9 231:12 267:16 270:21 277:7 299:6 312:8 timing 248:6 257:3 title 5:20,22 6:3 20:7,11,16 29:3 37:14 46:3 119:20 147:6 titled 229:20 264:12 293:13 today 12:16 13:9 14:5 15:7,8,14 15:20,22 16:10 17:13 18:9 30:19 31:8,9 33:9 48:17 66:22 70:8 79:18 90:23 124:23 139:17 161:13 165:24 203:14,18 204:3 208:13 216:12,13,14 279:3 282:13 283:6 287:1 304:8 328:15 today's 11:4 278:20 326:4 told 105:13 110:14 165:10 194:20 199:19 221:21 319:1 Tom 21:23 22:2 22:11 tomorrow 15:5 15:15 216:14 280:23 tone 241:8	242:15,17 tools 228:14 298:14,18 top 39:11 113:8 146:10 172:16 172:16 213:16 215:13 221:3 221:10 225:16 236:16 261:9 273:12 topic 16:23 280:1,3,5 286:22 total 170:9 212:10 231:22 totality 45:9 54:18 224:14 226:5 231:12 touch 18:4 26:9 157:16 touched 158:2 tourist 275:13 Tracey 9:14 285:2 289:23 290:14 291:1 292:20 293:10 299:2 track 167:6 325:19 tracked 76:16 trade 157:21 161:5 trained 209:18 256:12,17 training 8:12,16 129:11,18,20 137:24 239:7 252:16,17,17 252:18 253:5 254:9,22 256:10 trainings 103:14 transactions 88:13 99:21 100:1 260:11 261:21	transcript 336:9 337:9 transcripts 14:3 transition 51:24 194:3 transitioned 215:18 transitions 211:12 transmitted 274:6 treatment 88:4,5 trends 171:22 tried 90:12 152:16 162:20 167:6,7 200:2 245:3 trigger 173:20 173:21 191:1 292:11 triggered 124:18 285:11 triple 299:5 trouble 226:14 true 92:7 104:13 134:14 175:23 295:23 297:7 336:12 337:11 trusted 73:13 truth 248:15 336:7 try 14:1,15,17 14:21 15:3,13 116:16 125:7 130:3 134:17 179:9 236:17 trying 32:21 54:5 104:21 126:13 141:4 164:24 165:21 167:8 199:20 223:10 225:5 231:17 233:20 238:5 245:1 288:15 289:22 308:22 309:3	turn 67:11 72:11 76:19 160:8 197:9 200:10 200:24 201:7 213:7 214:14 227:15 229:16 239:11 262:9 263:21 302:15 309:20 Turning 171:17 184:20 308:1 turnover 127:11 tweak 199:3,17 199:23 Twelfth 3:8 Twice 13:21 Twitty 21:24 22:2,11 two 17:15 124:11 128:21 157:12 180:22 181:9 209:15 232:1 238:15 249:9 251:2 261:16 272:11 276:6 277:5 292:8 303:12 313:2 321:11 321:11 327:12 331:13 332:5 two-page 271:12 two-way 311:8 TX 9:10 Tyler 211:21 type 23:23 24:13 25:4,9 41:15 61:8 63:9 106:9,16 124:12 129:20 130:22 143:18 154:4 169:11 174:4 180:22 186:2,4 188:14 189:4 205:16 228:20 233:24 234:12 252:5
---	--	---	--	--

260:8 279:9 283:24 284:8 285:10 293:13 317:8 323:4 types 56:20 61:18 152:6,17 153:6 157:16 typewriting 336:11 typical 120:19 131:10 186:23 189:4 209:7,8 209:12 213:23 224:7 236:14 237:8 238:2 250:9 261:5 271:23 273:10 275:14 276:15 276:17,20,24 316:9	14:17 18:5 37:13 54:5,8 54:17 62:5 70:16 105:3 112:16,17 118:21 119:17 124:17 126:7 136:1 146:12 151:4 176:5 195:22 199:4 216:1,2 240:2 262:22 266:19 279:6 282:13 290:11 294:20 315:8 331:6 understanding 8:22 18:22 36:18 37:21 40:21 41:6 67:14 74:24 79:13 81:17,20 112:15 113:24 117:9 132:14 133:21 230:23 249:15,17,19 250:1,8 259:13 282:15 328:19 337:14 understood 155:23 246:23 undertake 129:20 300:21 316:13 undertaken 44:20 undertakes 301:21 undetected 317:11 uniqueness 165:7 unit 88:14 189:17 United 1:1,18 11:9 29:10 58:15 65:22	77:1,4,20,24 units 155:15 175:16 216:12 216:13 236:21 unknowingly 318:18,22 unpack 222:18 unreported 317:11 unsigned 8:22 256:24 unusable 162:22 unusual 46:13 46:15 47:20,22 50:12 56:22,24 122:24 123:18 129:4 191:1 218:6,12 298:14,22 314:20 update 163:8 updated 213:4 upper 85:8 UPS 262:12,14 262:19 upstairs 226:3 upstream 260:16 UR 189:17 urban 220:10 226:4 276:23 urge 203:2 URL 8:8 185:3 186:16,21 189:5,18 190:17 191:2,7 209:12 213:22 217:7,8,9 218:3 222:9,23 253:24,24 299:3,5,6 URLs 8:7 184:7 187:22 188:16 189:17 210:10 210:13 211:15 213:24 218:4	222:3,5,6,19 223:3 224:12 297:6 317:24 usable 237:15 usage 233:16 235:21 USC 5:20 29:3 282:11 283:15 use 9:20 37:12 41:8,17 47:24 58:22 59:3 62:22 84:11 86:17 126:18 130:16 146:20 150:4 154:22 161:22 162:4,6 162:20 176:10 177:19 178:11 196:19 224:13 225:7 237:13 257:2 258:10 269:18 270:2,4 270:16 271:2 276:17 277:1 309:23 327:7 users 210:23,24 uses 40:19 41:4 77:7,16 145:19 269:12 usual 224:7 usually 128:22 173:7 177:6 195:23 236:15 239:10 273:13 utility 112:14 113:2 114:2,20 utilization 236:7 236:12,14 237:21 248:13 277:1,4 utilize 255:14 utilized 73:8	valid 261:4,21 Valley 113:15 212:8 Van 285:23 286:2 VanDermeersch 86:5 110:2 211:16 variables 162:21 263:6 variety 259:22 various 38:19 120:8 165:12 168:1 169:14 258:1 270:21 318:24 vast 24:15 161:7 vault 122:11 127:19 vaults 122:13 VAWD 21:1 213:1,3 veer 143:11 vein 72:6,6 vendor 22:15 237:13 312:13 vendors 260:23 261:19 262:3 271:24 verbal 14:12 200:5 verbatim 150:5 verbiage 72:1 89:12 verify 137:15 298:16 version 144:8 147:3 201:5 258:10 versions 38:20 versus 144:17 299:10 veteran 127:10 127:15 vetted 265:20 vial 155:3
<hr/> U <hr/> ultimately 224:1 Um-hum 17:3 221:2 241:21 330:4 un 67:3 249:17 unable 10:5 266:10 unaware 75:6 unclear 67:3 93:24 94:4 303:19 304:15 304:23 305:1,5 305:17 uncommon 186:23,24 260:5 uncovered 42:5 260:7 292:14 undergoing 58:5 underneath 288:10 underreporting 237:22 238:6 understand				<hr/> V <hr/> V 149:22 vacuum 216:1

Highly Confidential - Subject to Further Confidentiality Review

Page 388

vice 20:9,21 21:22,24 23:8 113:17 147:8 285:3	255:8 264:10 266:4,8,16 267:11 320:5	80:6,7 82:9 84:14 87:4,12 88:10 94:17 97:9 98:1	281:22 310:5 wants 216:24 227:14	267:8 290:6 292:9 296:1 305:1 307:2 319:21
video 11:5,6,12	visited 223:9 239:24 266:14	112:18 118:14 118:14 121:15	warehouse 122:6,10 125:24 126:1	ways 318:24
videographer 4:14 11:1,2 12:16 13:4 86:19,23 141:13,17 203:5,9 277:18 277:22 335:14	268:21 visits 163:23 244:24 245:2 255:11 266:10 267:4,9,22 268:11,14 317:13	124:17 136:1,7 140:22 142:23 143:11 144:16 146:12 150:20 166:7 168:12 168:18 176:5 180:9,11 181:1 181:7 182:1 183:17,19 191:14,18 198:19 200:24 206:17 209:14 213:21 215:20 216:15 222:18 234:10,24 235:20 236:18 238:24 240:2 240:16,24 251:16,19 253:1 256:20 257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	warehouses 85:5 124:24 warned 102:23 warrant 34:9 Washington 3:9 3:19 wasn't 40:4 55:15 63:1 69:15 84:16 90:6 93:3 130:11 134:18 135:20 152:14 152:14 169:3 172:5 207:12 234:21 242:19 243:15 256:16 263:2 278:11 279:14 280:6 293:5,5 301:12 305:15 334:24	we'll 14:1,21 15:3 29:5 48:16 50:16 67:15 84:13 86:17 93:7 131:7,7 142:5 152:2,2 182:4 201:4 261:1 277:8 280:22 280:22 316:11 316:11,11 we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
videotaped 1:15 14:9	volume 153:4,6 153:11 154:1	277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	website 28:20,21 39:10 161:22 weeds 160:3 week 179:4 241:5 weekly 245:5 263:16 welcome 14:10 229:14 welfare 73:19 Wellness 10:11 323:23 324:7 324:12 went 18:24 19:10,12 20:2 22:17 37:23 52:16 82:12
view 66:2 306:6	volumes 155:22 310:15	257:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	wasn't 40:4 55:15 63:1 69:15 84:16 90:6 93:3 130:11 134:18 135:20 152:14 152:14 169:3 172:5 207:12 234:21 242:19 243:15 256:16 263:2 278:11 279:14 280:6 293:5,5 301:12 305:15 334:24	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
views 97:6	voluntarily 304:19	257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
vigilant 73:12 256:10	vs 10:13 122:11	257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
violate 33:11 79:22	vulnerabilities 205:9,14	257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
violated 33:2 145:6	vulnerability 205:16	257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
violating 144:9		257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
violation 103:22 104:2,14 105:16,21 144:3 208:19 234:1 248:2 261:22 278:19 282:6,11 283:15,19 325:3,11 329:24 330:5,8 333:10,19 334:17	W Wacker 2:20 4:3 wades 12:2 wages 127:18 wait 245:20 260:22 300:9,9 walk 25:1 151:12 160:5 264:11 293:20 Walmart 4:2 12:9 Walsh 211:21 want 13:24 14:4 15:2 18:4 27:13 28:8 32:22 45:21 50:24 54:8 58:22 59:3 62:5 63:4 67:12 72:23 73:22 74:5 76:19 78:2	257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
violations 32:24 35:10 208:14 248:21 279:1,4 279:16 286:24 287:5,6		257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
Virginia 35:16 35:17,24 36:10 36:20 38:5 142:16,18 143:3		257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1
visit 180:4,8		257:2 258:10 258:18 260:4 266:3 272:11 277:14 279:6 286:17,20,23 287:8 298:16 300:16 301:15 309:20 310:10 313:11 315:2 315:11 325:14 326:15 331:3	watch 226:15,15 water 15:1 Watson 313:10 way 14:16,18 28:18 36:7 47:18 50:24 52:1,9 75:22 81:17 83:15 89:16 94:15 105:12 118:1 130:17,17 135:2 138:4 151:19 158:14 172:19 194:11 196:7,8 198:16 203:24 205:19 216:4 227:11 227:17,21 234:17 238:1,2 238:22 257:9	we've 17:16 24:5 34:17 35:9 43:22,24 55:1 57:1 59:22 77:21 86:16 159:1 190:14 190:14 194:1 227:4 229:4 252:3,10,10 263:15 267:15 277:13 298:11 305:8 313:5 314:1

99:14 109:5,21 125:24 127:19 130:8 147:11 153:20 154:5 154:18 164:3 170:4 172:10 174:19 201:17 202:8,8 253:1 263:17 278:21 326:2 330:16 weren't 136:14 214:5 252:15 265:18,23 294:20 West 4:3 35:16 35:17,24 36:10 36:19 38:5 142:16,18 143:2 whatnot 67:15 84:14 WHEREOF 336:21 wholesale 37:22 113:16,21 wholesaler 24:23 170:2 172:22 185:9 319:4 wholesalers 171:14 188:3 195:9 250:19 274:7 276:18 wife 14:14 wild 43:22 WILLIAM 2:15 2:16 william.padge... 2:16 WILLIAMS 3:8 3:13 willing 222:13 willingly 308:7 willy-nilly 54:10 wish 282:17 witness 5:2	12:16,18,19,22 13:20 15:6 16:4,15,23 17:1,4 25:12 31:4,14 32:4 32:13,20 33:6 33:13 34:5 35:8,22 36:4 36:13 40:15 42:10 43:14 45:2 47:7 48:12 50:4 51:4,14,21 53:16 54:2,13 55:8,14,21 56:5 57:7,13 57:21 58:8,17 59:2,17 60:4 60:18 61:11,23 62:15 63:12 64:3,11 66:16 68:11,17 69:1 69:11 71:2,12 71:23 74:2 77:12 79:4,12 80:1,13 81:8 81:13,24 82:14 85:21 88:19 89:7 91:5,21 92:9 93:11,19 94:3 96:1,17 97:16 98:7 99:9 104:16 105:10 112:3 112:22 114:22 116:24 121:12 121:21 123:2 123:24 131:18 133:24 135:15 137:1 138:3 140:9 141:12 144:11 145:2,9 151:17 157:4 160:1 185:19 187:7 189:8 199:10 202:15	202:22,24 205:5,13 206:8 206:22 218:8 228:8 235:4 251:4,15 252:21 257:21 261:12 266:21 277:15 279:13 284:7 285:15 287:1 289:11 290:19 298:20 301:8 302:2 303:6,24 305:7 305:21 306:16 308:12 309:15 311:3 315:23 319:18 321:17 322:22 324:15 327:21 328:18 329:11 330:11 331:20 332:18 333:12,21 334:8,19 335:8 336:6,6,21 Wools 211:22 word 40:19 58:22 59:3 126:18,19 255:16 worded 315:9 words 40:10 41:24 52:8 56:18 75:4 89:17 128:19 166:17 171:9 178:22 180:19 203:18 210:18 237:22 246:19 273:2 work 19:10 21:3 21:7 90:6 110:5 122:9 146:18 156:4 157:15 158:2 159:10 198:16 198:16 237:9	247:2 263:9 297:19 worked 19:6,19 19:22 22:17 159:14 237:12 238:10 298:1 working 91:8 101:2 147:16 156:8,14 170:5 198:13 199:24 211:3 works 297:14 worries 146:11 worry 280:23 worth 188:23 284:21 wouldn't 43:7 100:17,17 126:16 137:2 216:18 221:11 221:18,20 238:21 246:11 254:5 256:2 265:19 277:7 313:1 316:4,5 Wright 7:6 90:15 94:14 147:14,14 191:20 192:3 193:1,5,5,22 194:10 195:20 201:17 208:9 319:2 writing 16:9 76:13 89:17 184:13 193:21 201:22 213:15 222:15,19 225:15 247:22 298:17 307:10 307:12,13,16 307:21 written 51:1 79:5 92:6 98:9 118:21 135:3 160:20 184:12	185:5 247:14 274:2,5 281:10 292:23 wrong 59:15,21 60:1,2,15 180:22 196:13 wrongdoing 142:19 wrote 191:24 222:20 292:23 <hr/> X <hr/> X 5:1 128:19 <hr/> Y <hr/> Y 128:20 yeah 12:6 16:15 18:17 20:19 28:9 37:23 44:13 54:22 58:2 61:2 65:19 67:9 74:5,23 100:3 115:24 119:22 132:19,21,23 135:22 136:12 146:17 148:20 150:18 176:7 181:18 183:11 183:14 185:22 197:21,23 199:11 202:23 207:8,18 217:24 223:4 233:7,21 234:4 234:21 239:9 250:23 251:7 251:10 252:17 261:8 265:8 266:19 272:21 274:8 277:16 279:15 281:21 290:9 292:7,7 297:10 300:12 315:8 326:16 329:5 year 19:22 89:22
--	---	--	---	---

Highly Confidential - Subject to Further Confidentiality Review

Page 390

90:4 253:21	81:10,15 82:8	286:20 287:7	06 129:17	12 16:12,24
266:11 267:5,5	82:16 85:24	289:19 290:22	138:21 303:20	153:6 155:9,11
268:21	86:15 87:1	298:23 300:11	303:22 324:11	222:7,8,9,20
years 19:6 81:14	89:2,10 91:12	301:11 302:7	061 6:20	222:24 223:3
127:17 237:1	92:4,12,23	303:10,21	066 6:24	260:23 261:2
301:1 302:11	93:1,4,14,21	304:10 305:14	07 91:17 303:18	261:19
317:15	94:20 96:5,12	306:5,18	303:20,22	12:04 141:14,16
yellow 213:20	96:20 97:22	308:15 309:19	071 7:4	12:05 141:1
213:21,22,23	98:11 99:18	311:7 316:1	079 7:9	12:15 141:2
214:14 215:1	101:13 104:18	319:20 321:19	08 137:13	1200 215:23
Yep 185:15	105:24 112:10	322:3,9 323:3	138:21 202:5	217:15
Yingling 2:22	112:24 115:3	324:19 326:11	220:22 303:18	1211 3:3
11:21,21 199:9	115:19 117:3	326:14,16,17	092 7:12	122 8:5
York 3:4 139:20	121:14 122:1	327:24 328:11	095 7:15	124 8:9
276:23	124:9,16	328:21 329:14		129 8:11 232:3
Young 2:5 5:4	131:14,24	330:13,24	1	12th 324:8,10
11:13,13 13:1	134:2,12	332:1,11,20	1 17:20 18:1	12x 8:8
13:3 16:3,6,16	135:21 137:7	333:15 334:3	26:13,23 27:1	13 5:4 160:9
17:6 18:13,20	137:12 138:6	334:11,23	27:20 29:4,23	173:7 258:19
23:1 25:15	140:11,24	335:11,13	55:2 65:17	258:21
28:9,12 31:6	141:4,11,19		72:20 87:11	1301 46:4 53:3
31:18 32:6,16	144:15 145:5	Z	149:15 198:17	1301.71(a) 5:23
33:1,8,17	145:11 148:19	Z5 296:17,18,20	257:7 283:10	1301.74 46:6
34:10 35:13	148:21 151:23	297:1,8,10,13	296:3 310:8	1301.74(b) 6:4
36:1,6,17,23	157:6 160:4	298:6	1:02 141:16,18	46:17 327:1
40:9,18 42:20	180:18 185:17	Zajicek 1:20	1:17-md-2804	1301.74(b)(2)
43:17 44:13,14	185:21 187:10	4:20 12:17	1:8	282:12
45:12 46:22	199:12 201:4,6	336:3,24	10 2:20 16:12,24	1304.21(a)
47:12 48:15	202:14,17,23	zero 153:7,8	153:5 308:1	283:16
49:3 50:15	203:1,4,11	Zimmerman	10- 153:9 165:17	1304.33 261:22
51:8,16,23	205:7 206:10	147:5 148:11	10,000 153:8	137 8:14
53:22 54:4,21	207:1 213:9,11	158:3	10:44 86:20,22	13th 106:3
55:11,17,23	218:11 227:20	0	10:55 86:22,24	324:10
56:11,17 57:10	228:10 235:6	0001 26:14	100 93:23	14 111:10 259:4
57:16,23 58:12	249:4 250:13	001 17:24	320:14	143 8:18
58:19 59:10	251:3,6,10,13	00129 232:4	10036-8704 3:4	146 8:21
60:7,21 61:15	251:17 253:6	003 5:18	1007 7:4	148 7:8
62:4,24 63:18	258:2,22 259:1	012 5:21	101 7:17	15 16:12 17:1
64:5,16 66:19	259:3 261:11	014 5:23	106 6:7	118:10 120:1
67:2 68:4,13	261:14 275:2	016 6:4	107 6:12	184:16 203:3
68:21 69:6,14	277:11,14,17	020 6:6	109 7:20	261:11 287:21
69:21 70:3	277:24 278:23	025 6:11	11 2:14 16:12,24	150 288:24
71:8,15 72:2	279:21 280:3,7	028 6:15	11/21/14 9:10	152 8:23
74:4,16 77:14	280:11,15,18	05 19:8 123:17	1100 2:3	15219 4:9
78:19 79:7,16	280:22 281:5	129:14 137:13	111 6:16	158 7:10
79:21 80:5,17	284:11 285:18	324:10	118 6:19 7:22	15x 6:23

Highly Confidential - Subject to Further Confidentiality Review

Page 391

16 7:3 189:3 192:12 222:8 166 258:24 259:2 16th 192:8 17 5:10,13 7:4 181:8 187:3 192:13 176 9:4 17th 192:8 18 5:17 192:11 318:4 181 6:21 182 9:6 184 9:9 18th 293:15 296:4 19 10:9 191:19 193:4 191 7:5 192 7:3 197 7:13 1971 38:9,12 198 9:11 <hr/> 2 2 27:1 28:6,14 29:13 30:3 32:11 67:11,17 76:19,20 87:13 102:7,7 133:3 148:24 200:10 215:22 249:6 300:5,10,12 335:13 2- 43:23 2/2N 27:6 2:25 203:6,8 2:31 203:8,10 20 173:15,16,18 174:7,12 337:22 200 266:12 267:1 268:20 20001 3:19 20005 3:9	2000s 318:16 2002 7:8 2005 6:16 19:6 19:12 49:12 117:23 121:4 125:4 128:5,10 133:20 324:8 2006 6:10,15 9:3 10:9 64:21 65:8 66:7,10 66:22 77:23 83:6,11,12 106:3 107:4,17 125:5 129:18 129:19,24,24 130:10 139:15 143:22 162:20 194:17 259:9 259:12,20 262:6 2007 7:5 87:15 87:23 89:21 90:2 94:12 100:21 101:1 101:16 103:6 110:10 138:23 139:11 146:24 191:20 192:6,8 194:17 198:3 200:1 249:20 200754 337:3 2007th 87:15 2008 7:19,19,21 8:6,10 19:12 49:16 82:7 98:23,24 110:1 110:24 120:8 125:13,16 146:3 159:22 194:23 208:14 209:20,21 229:22 234:22 237:3 2009 19:14,19 164:20 186:11 235:8	201 2:9 7:16 2010 8:4,19,20 9:6 34:8 216:17 240:20 241:19 246:15 248:7 264:5 267:5,6 268:17 305:5,16 306:8 306:13,19 2012 8:15 9:8,18 252:15 271:15 272:5 2013 19:20 114:24 166:12 168:7 172:10 285:5 2014 278:4,9 283:23 285:1 2015 9:14 293:15 296:4 335:2 2016 20:3 284:19,20 2017 10:3,14 2018 1:23 11:4 336:22 2019 23:12 202-434-5000 3:9 202-662-5531 3:19 204 9:16 205 1:22 207 7:18 21 5:20,23 6:4 16:12 29:3 46:3 148:14,19 261:22 278:9 282:11 283:15 283:16 285:1 327:1 212 7:21 212-596-9451 3:4 215 8:3 218 8:6	22 7:5,19 158:24 2200 215:23 217:15 229 8:10 22nd 186:11 191:20 207:16 23 8:20 9:14 197:9 238 8:12 23rd 241:5,19 243:4,23 246:17 24 169:21 201:7 201:9 258:21 259:4 261:11 240 8:19 25 155:8 207:5 207:11 25,000 153:9 165:17 251 8:15 256 8:22 258 9:3 26 212:20 263 9:5 27 1:23 8:19 215:7 271 9:7 278 9:10 279 9:18 27th 11:4 64:21 87:14 240:20 28 5:19 152:10 155:1 218:23 2804 1:6 11:8 287 9:12 29 8:4 9:8 293 9:14 299 9:17 29th 216:5 271:15 336:22 2nd 23:12,14 <hr/> 3 3 6:23 10:4 30:5 39:8 84:9 88:8	183:6 230:9 264:15,18 281:22 282:8 296:14 302:15 30 10:14 229:17 281:11,16 282:22 30-day 204:22 30(b)(2) 5:12,15 30(b)(6) 1:15 5:11,14 13:13 13:16,20 15:19 18:7 142:9 280:4,5,21 292:6 300 43:23 300-page 326:3 304 7:7 309 9:19 312 9:21 312-207-2834 2:21 312-269-4164 4:4 313 10:3 317 10:6 317-231-7501 2:15 31st 284:19 321 10:7 32202 2:4 323 10:9 325 10:13 33 238:24 330-305-6400 3:14 33602 2:9 34 5:12,15 251:10,13 340B 292:1,1,3 299:7 35 240:17 250:23 251:10 251:10,11,12 35th 4:8 36 251:13
--	---	--	--	---

Highly Confidential - Subject to Further Confidentiality Review

Page 392

256:22	57 321:12	9/27/06 6:6		
37 258:8	58 323:13	9:13 1:24 11:5		
37.5 266:13	5th 117:23	904-361-0012		
38 263:21,22		2:4		
39 5:22 271:12	<u>6</u>	9400 216:12		
	6 8:15 16:11,24	9th 198:2		
<u>4</u>	160:9 208:11			
4 30:9 45:16	298:24			
55:2 202:20	6- 273:11			
239:12 260:21	60 17:20 325:18			
276:7 293:12	60601-1692 4:4			
326:9,18	60606-7502 2:21			
4-20-09 6:23	64 6:5			
4/28/11 8:12	673 10:8			
4:13 277:19,21	675 10:12			
4:24 277:21,23				
400 3:13	<u>7</u>			
40th 2:20	7 7:19,21 8:6			
41 278:8 280:2	10:3 16:11,24			
412-471-3490	106:2 162:20			
4:9	280:11			
42 287:9	7-9-07 7:14			
42-ish 287:9	700 273:11			
43 293:8,10	722 10:14			
44720 3:14	725 3:8			
448 296:24	76 2:3			
45 6:3	77 4:3			
46 299:19,20				
46204 2:14	<u>8</u>			
	8 107:13 168:14			
<u>5</u>	80 222:15			
5 5:20 6:16 9:3,6	800 1:22			
16:11,24 29:4	8040 3:13			
30:11 64:18	810-V 212:24			
149:15 213:14	813-679-9217			
251:3,8 252:1	2:10			
298:13	823 29:3			
5-6-15 9:13	823(b)(1) 5:20			
5,000 155:15	823(e) 72:7,13			
5/6 287:21	827(a)(3) 283:15			
5:42 335:15,16	827(d) 282:11			
50 226:4	84-2604 4:20			
50,000 155:8	336:3			
500-page 237:7	850 3:18			
54 309:22				
5400 216:11	<u>9</u>			
55 209:6 313:12	9 9:18			